

DISTRIBUTION AGE

THE MAGAZINE OF PHYSICAL DISTRIBUTION

A CHILTON PUBLICATION

TRANSPORTATION
WAREHOUSING
CONTAINERIZATION
MATERIALS HANDLING

APRIL 1961

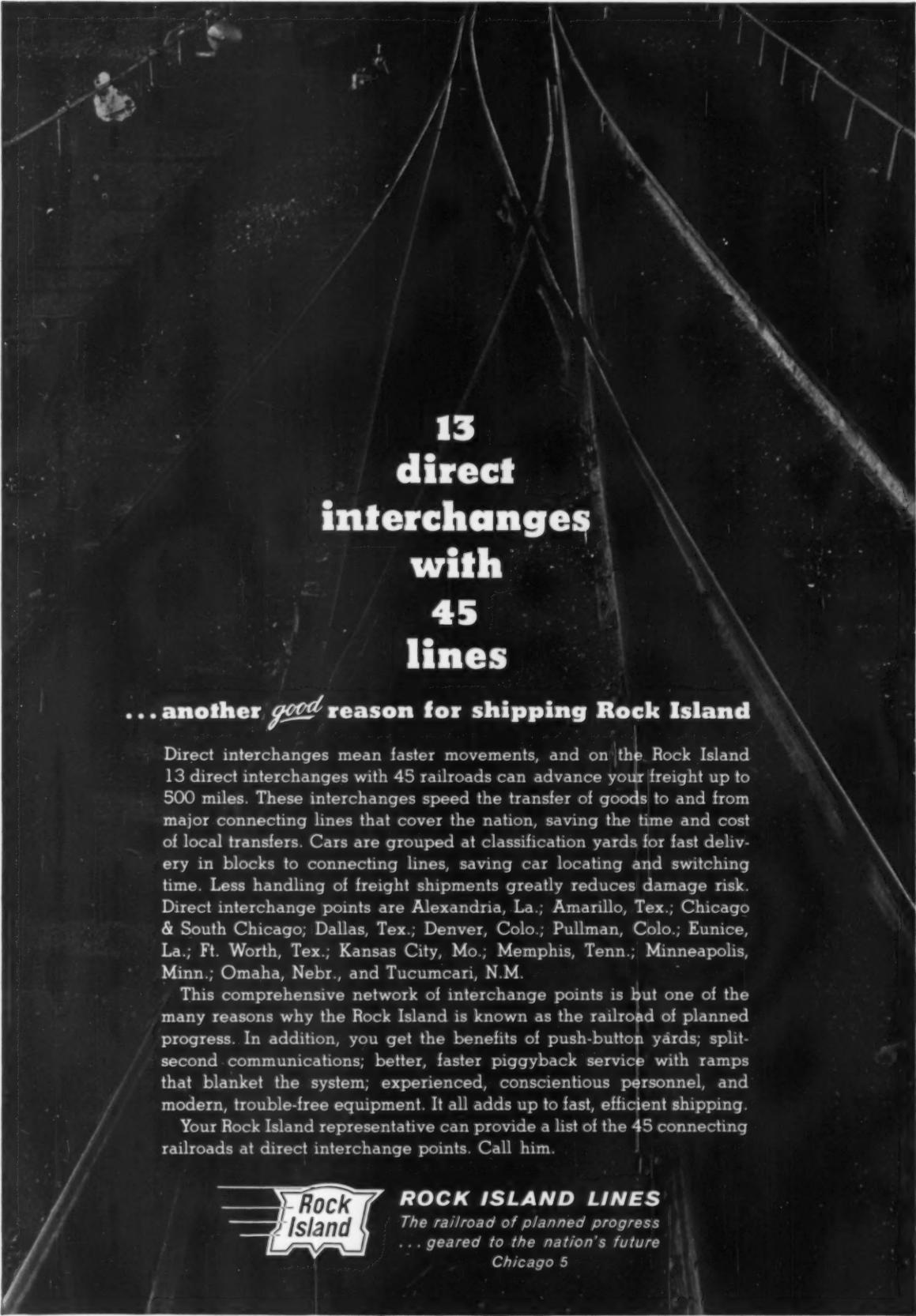


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TRANSPORTATION
MANUFACTURING
CONTAINERIZATION
MATERIALS HANDLING

Vol. 60, No. 4

APRIL 1961

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3

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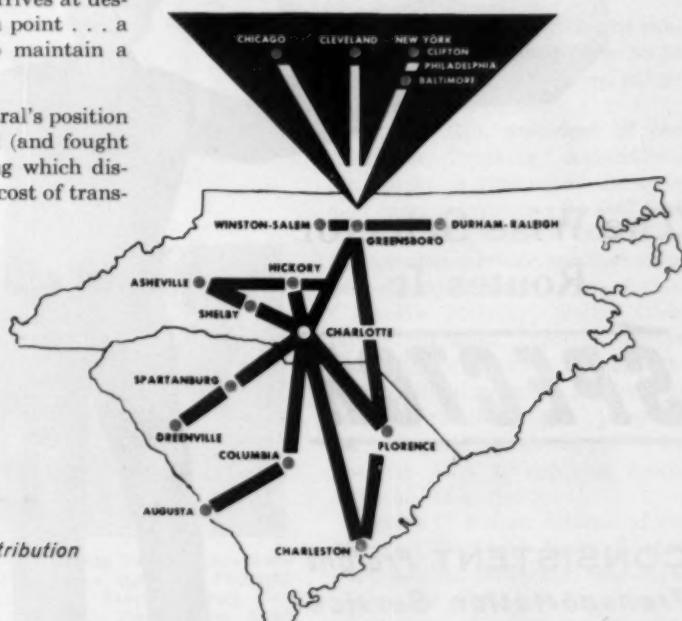
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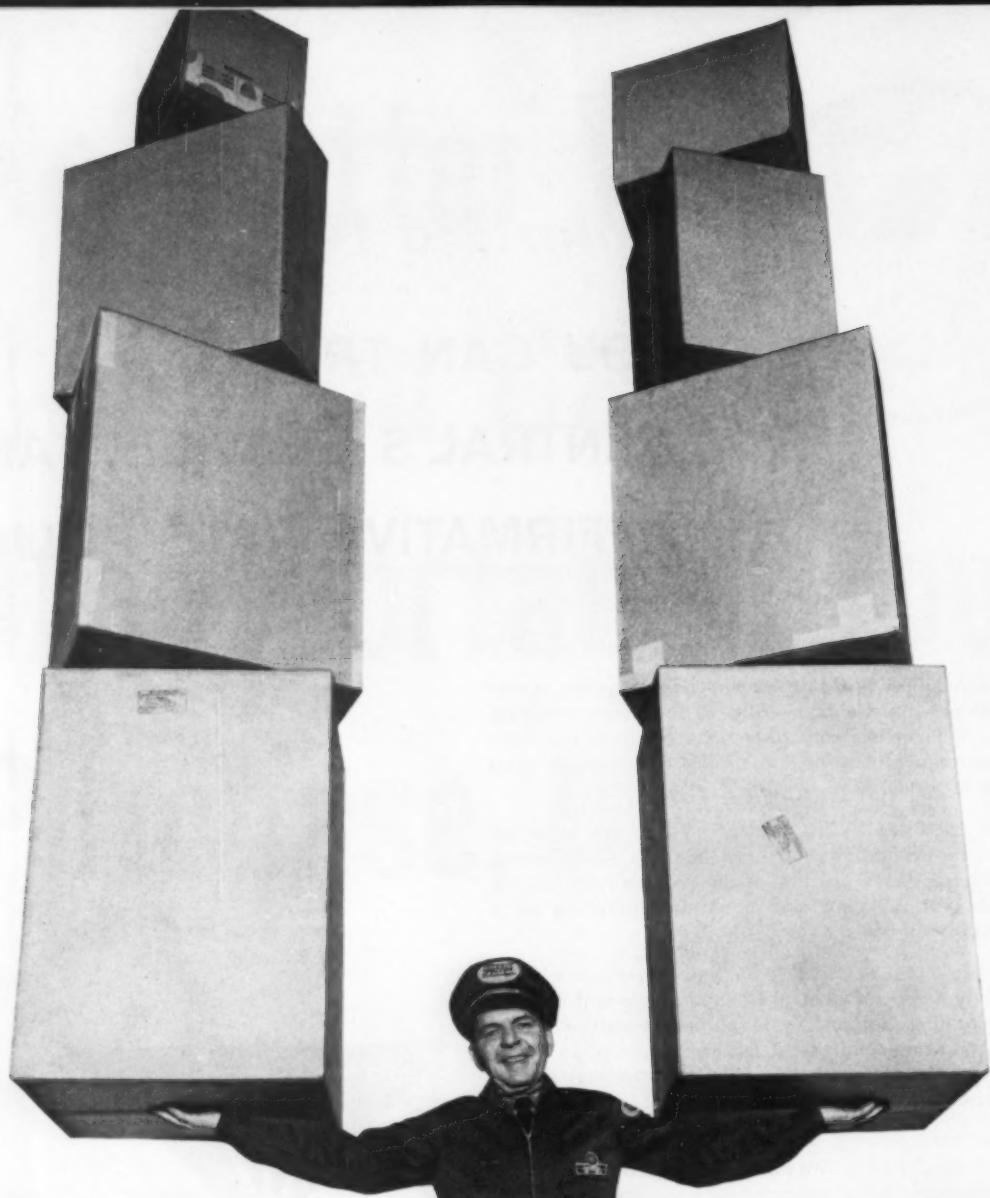
AFFIRMATIVE RATE POLICY . . . Central's position is historic in the industry. We have maintained (and fought for) a non-discriminatory policy of rate-making which distributes necessary and required increases in the cost of transportation fairly among *all* shippers.

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CHUTING THE NEWS

Kent B. Stiles, Former Editor of D&W, Dies

Kent B. Stiles, for 18 years the editor of DISTRIBUTION AGE when it was known as DISTRIBUTION AND WAREHOUSING, died recently at his home in Brooklyn, N. Y. He was 74 years old.

Among his contributions to the distribution industry was his campaign to establish a uniform warehouse receipt for public warehouses. Mr. Stiles assembled 400 warehouse receipts to show the variations in format and content. He took these in 1923 to the office of Secretary of Commerce Herbert Hoover to enlist his support in the campaign. Mr. Hoover and Mr. Stiles through national and regional conferences led the industry in developing a standardized form.

Improve Transportation Service, ICC Chairman Tells Industry in Speech Before Regular Common Carriers

Everett Hutchinson, chairman of the Interstate Commerce Commission, urged American transportation to make a "coordinated, cooperative effort" to improve service to the public. He spoke before the Board of Governors of the Regular Common Carriers Conference, ATA, in Miami Beach, Fla.

The chairman warned against leaning on regulation as a "scapegoat" for transport problems.

The real strength of transportation, he said, "lies not in regulation, not in more government planning and policy-making for the carriers, but rather in the strength and vigor of our free society, in the prosperity of our people. It lies in the carriers themselves—in the people who run them."

Regulation of the future, he predicted, will be "broader in scope but lighter in depth—more extensive but in less detail."

John J. Gill, president of the American Trucking Association, Inc., spoke in support of the common carriage system. He said that no manufacturer could exist without common carriage and that shippers should be made aware of this.

Marvin Blakeney, Policy Committee chairman, reported on the broadening of services by REA Express. Following this, a motion was adopted to investigate proposed REA Express operations and to assist the ATA in opposing extensions of REA rights.

Arthur C. Butler, director of the National Highway Users Conference, told the conference that highway users should not bear the entire burden of additional financing for the federal-state highway program.

(Please Turn to Page 12)

Drug and Toilet Preparation Traffic Conference



The mid-winter meetings of the Drug and Toilet Preparation Traffic Conference were held recently. Many past chairmen of the Conference attended. Pictured here are (left to right) George H. Cunningham, gtm Sterling Drug Co.; Richard A. Stuart, gtm Whitehall Laboratories; Erwin H. Tuthill, gtm Avon Products, Inc.; Gustave D. Cederholm, traffic consultant; James O. Orr, gtm E. R. Squibb and Sons and present chairman; Frank X. Korinek, traffic consultant; Kenneth J. Whelan, tm The Upjohn Co.; Orrin D. Burt, tm Parke, Davis and Co.; David M. Daly, director of transportation; and William A. Angus, director of transportation for Wyeth Laboratories.

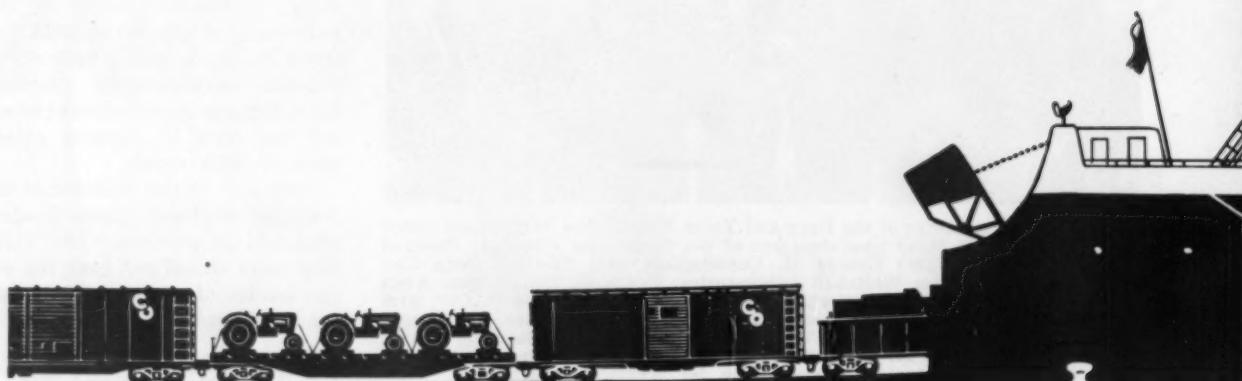


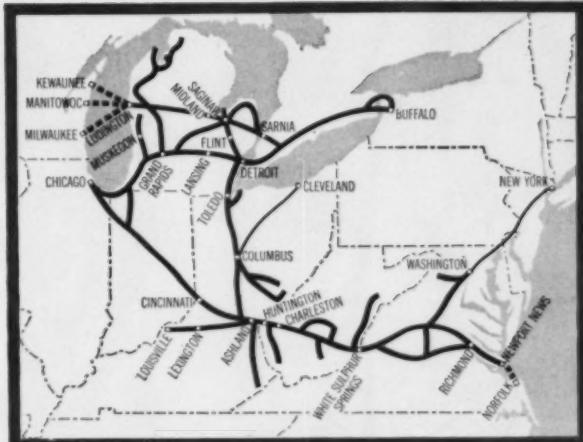
Year-round daily schedules are maintained by C&O Trainferries, key link in the fast, dependable east-west freight service route.



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Chesapeake and Ohio Railway's fleet of seven modern Trainferries, as big and as fast as many ocean vessels, plies Lake Michigan every day of the year on regular schedules, bridging East and Northwest. Within a few hours they provide speedy interchange between Ludington, Michigan and the Wisconsin gateways of Milwaukee, Manitowoc and Kewaunee. And CLIC, Chessie's fast, accurate electronic car reporting keeps an eye on your shipment on the Trainferry Route or anywhere on the C&O System.

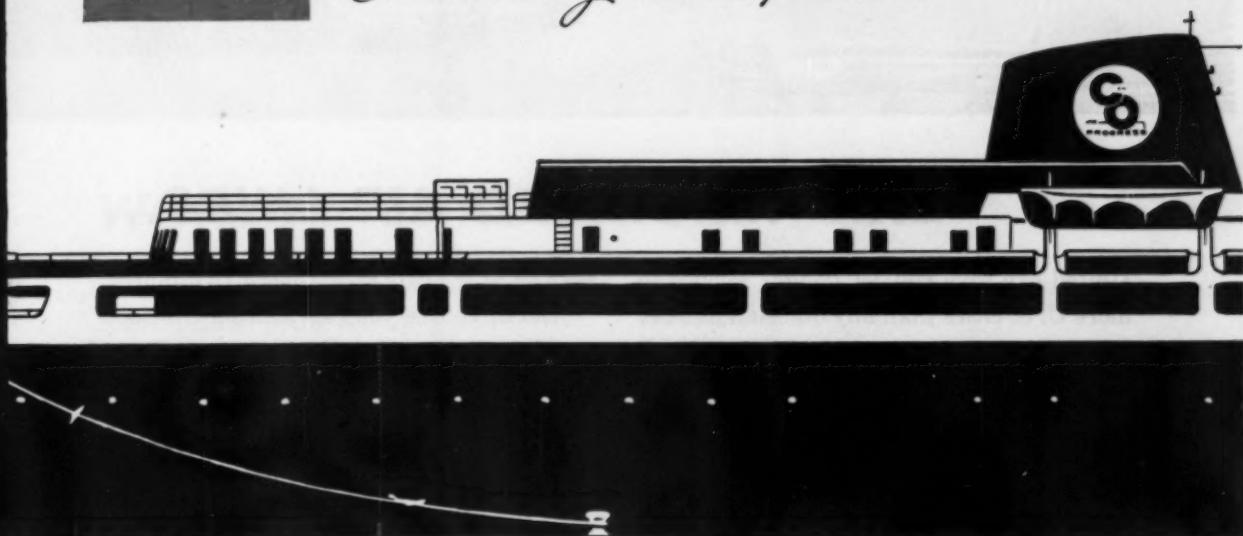
Freight-car-carrying ships are just one of the many outstanding facilities of the Chesapeake and Ohio Railway. Ship C&O and benefit from them all.



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mile route system are your best assurance of convenient shipping schedules and service. Combined with United mechanized ground facilities, this big freight lift is real reason to call United for your next shipment.



KNOWN FOR EXTRA CARE

Chuting the News . . .

(Continued from Page 7)

Supreme Court Reverses Decision Against Railroads

The U. S. Supreme Court this week reversed two judgments by lower courts to find that the Sherman Act was not violated by the railroads in their publicity campaign. Likewise, the court held, the truckers had not violated the Sherman Act in their campaigns to influence legislation.

In reversing the judgments against the railroads and Byoir, the court said that by its action it had "restored what appears to be the true nature of the case—a 'no-holds barred fight' between two industries both of which are seeking control of a profitable source of income."

—DA—

SPHE Plans Annual Competition

The 1961 National Packaging and Handling Competition sponsored by the Society of Packaging and Handling Engineers will be held on Nov. 13-14 in Baltimore. It will be held in conjunction with the Seventh Annual Eastern Packaging and Handling Show.

U. S. merchant marine policy will be in the spotlight when the 14th Ocean Shipping Management Institute of The American University, Washington, D. C., is held May 1-12.

—DA—

AST&T Sets Paper Record For Mid-Year Exams

Candidates wrote a record number of papers in the recent mid-year examinations of The American Society of Traffic and Transportation.

There were 523 papers from 438 candidates in the four written exams. These were broken down as follows: Transportation Economics 184, Principles of Traffic and Transportation Management 149, General Business 118, and Elements of Interstate Commerce Law 72.

Candidates will be notified of the results by personal letter.

The next examination series will be held on June 15 and 16. Applications will be mailed by the registrar on April 15. The registrar's office must be notified of the intention to participate by May 12.

Rail Yard Crane



Tricycle crane, highly maneuverable, is capable of short-radius turns. It is hydraulically operated. Extensible boom can be brought down horizontal for low silhouette. Overhead clearance of 8 ft 10 in. lets crane run under bridges. Optional platform in front folds up. It supports work, stops swing during long runs. Made by Austin-Western, it is at work in Delaware and Hudson Railroad yards

Automated Cargo Handling



A new automated cargo handling system utilizes conveyor-elevator in-board. Lake Shore, Inc., is making the system for use with three new Grace Line combination cargo-passenger vessels. Synchronized boom and trolley handle two pallets simultaneously working out of B deck and at holds three and four. Each has a normal capacity of 14,000 lb. Hoist speeds reach 135 fpm. This unit can handle unboxed automobiles too

ICC Completes Assignments Under New Organization

The Interstate Commerce Commission has named the membership of its three divisions. Each division will consist of three commissioners.

Rupert L. Murphy, elected to the newly-created post of vice chairman, will serve on a division until the present vacancy on the commission is filled.

Assignments are:

Division One (Operating Rights), Laurence K. Walrath, Rupert L. Murphy, and Charles A. Webb.

Division Two (Rates, Tariffs, and Valuation), Howard G. Freas, Abe McGregor Goff, and Clyde E. Herring.

Division Three (Finance, Safety, and Service), Kenneth H. Tugle, John H. Winchell, and Donald P. McPherson.

Creation of two additional employee boards has also been announced by the ICC. They are the Special Permission Board and the Released Rates Board.

The Special Permission Board will consider applications for special permission to establish rates on less than statutory notice. The Released Rates Board will consider applications from carriers to establish rates and ratings based on released valuation in connection with liability for loss and damage.

—DA—

Truck-Air Coordination Urged

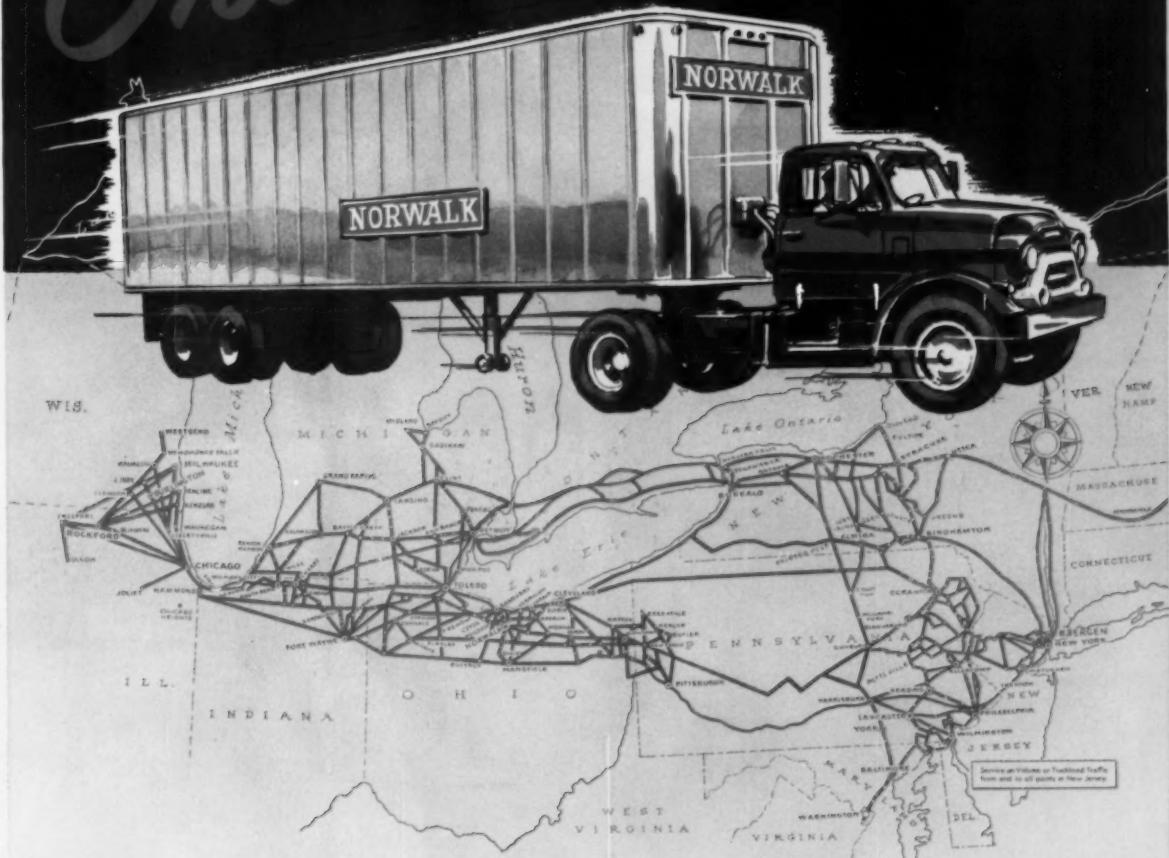
Air freight carriers can tap new sources of cargo through air-truck and truck-air coordinated service. The combination service holds great promise for the shipper who wants a superior service, according to Thomas M. Auchincloss, administrative assistant to the director of traffic, ATA. Speaking before an Eastern Regional Cargo Conference meeting, Auchincloss said that more than a cartage service must be offered to shippers by the airlines. This service, the speaker said, should extend "well beyond the terminal area up to and perhaps beyond several hundred miles."

(Please Turn to Page 20)

NORWALK

TRUCK LINES INC., NORWALK, OHIO

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44 TERMINALS SERVING OVER 3000 POINTS DAILY

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BEFORE THE B.F.GOODRICH TW ANALYSIS MAN stepped in, chipped brick was knocking out a tire every 2 weeks at Bowerston Shale Co., Hanover, Ohio. Now, with BFG Steel Protected tires on the job, tire service has jumped to 700 hours on the original tread—and many tires can be retreaded.

B.F. Goodrich Steel Protected tires take the bite out of brick handling

TW ANALYSIS MAN'S RECOMMENDATIONS RESULT IN LONGER TIRE SERVICE, LOWER TIRE COSTS

The production system at Bowerston Shale Co. calls for fork lift trucks to transport 3700-lb. loads of brick from kiln to storage area, then to trucks and freight cars. An efficient system, except that chipped bricks on concrete floors were forever putting the bite on tires and the company pocketbook. "We could count on a new tire every time a truck ran over chipped brick," says the plant superintendent.

To stop rising downtime and run-away costs, the company called in the B.F.Goodrich Tire & Wheel Analysis Man. He studied the situation, then recommended a switch to B.F.Goodrich Steel Protected pneumatic industrial tires. They're built with 2 plies of steel cable under the tread that shrug off impacts and defy punctures. Brick chips have yet to put the bite on BFG Steel Protected tires. They've stood up so well that many can be retreaded!

This case history is typical of the savings B.F.Goodrich Tire & Wheel Analysis Men offer. Without cost or obliga-

tion, the TW Analysis Man will study your setup—floors, loads, equipment, etc. Then he'll recommend the BFG tires that will give longest service at lowest cost—advice that is unbiased because B.F.Goodrich makes a complete line of industrial tires. Why not take advantage of this free BFG service? Mail the coupon today.

A special B.F.Goodrich consulting service is available to manufacturers of materials handling equipment.

A FREE B.F.Goodrich TW Analysis can save you as much as 50% on industrial tires, as much as 20% on maintenance costs. Mail the coupon today.

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Please send me additional information on your free Tire and Wheel Analysis Plan.

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Company _____

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City _____ Zone _____ State _____

**Specify B.F.Goodrich tires
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On the Line-



Time on Its Hands

The Interstate Commerce Commission often is accused of over-regulating the nation's transportation. Critics point out that each year the ICC asks the Congress for more power over railroads, trucks, and domestic water transport.

Netted by this criticism of its hunger for power, the ICC recently told Congress that it was willing to give up some of its authority. Dumbfounded, congressmen wondered what it was that the ICC was willing to surrender.

The answer: Its authority to fix boundaries between the four time zones of the United States!

Actually, the real reason why the ICC would like to divest itself of this responsibility is that many communities near the zone borders constantly squabble about setting their clocks an hour ahead or an hour behind. ICC has found this to be a thankless task.

Excess Padding Is Illegal

On many occasions we have found it necessary to urge readers to use adequate protection for the shipment of their products. In too many cases damage in transit is the result of inadequate protection against impact, dropping, or just plain rough handling.

The other day, a decision by the U. S. Circuit Court in Philadelphia points out that too much padding in consumer packaging must be avoided. Not just because it might be unnecessary, it also is illegal.

This decision was handed down in a case brought by the Food and Drug Administration against a manufacturing confectioner. The FDA argued that the defendant used too much padding in its packages of thin mints. It claimed that the product occupied only 44 per cent of the total volume of the container, and only 75 per cent of the practical volume.

The defendant claimed that this amount of padding was necessary to prevent damage of the product in shipment.

The government's position was stated by this comparison: "Some padding obviously is necessary in egg crates to safeguard the eggs. But a 2-in. cotton cushion between each of the eggs

certainly would not be justified, even though such excessive padding would serve fully the ends of safety." The reasonable alternative in the case of eggs, FDA pointed out, is cardboard dividers not 2-in. cotton padding.

FDA made three key points in this case that should be remembered:

- * The consumer has a right to expect that a non-transparent container is reasonably full.

- * The size of the container is a reliable index to the amount of product in the package.

- * The package must not be filled with excessive padding.

The Right Boy!

A materials handling engineer told us that his company was going to use bulk containers for shipping and batch processing. They would save 20 man-hours a day. This would cut costs by \$50.40 a day.

"What puzzles me is how the idea got approved," he said. "I presented the plan to my boss. He asked what the containers would cost. I told him that we would need about 100 at about \$500 each."

"Forget it," he said. "Last month, the directors decided not to make any capital expenditures for six months."

"Yet," said the engineer, "last week my boss told me that the idea was approved."

"Don't ask me how it happened," he said. "The president called me into his office and talked about containers. He asked me what I thought about them. I told him that you and I favor them but, because of the directors' decision, we shelved the idea for six months. He told me to go ahead. That's all I know."

By sheerest coincidence, we discovered how it happened.

After our visit with the engineer, we dropped into the traffic department. The TM was out but his assistant received us. He discussed piggy-back and containers.

"I read an article in your magazine about containers," he said, "I showed it to my father. He liked the idea. We're going to use them."

The assistant TM was the president's son. Sometimes a boy can do a man's job—if he's the right boy!

A. V. Greene
EDITOR

EXIDE POWER PACKAGE

Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.



A well-matched pair. Operator connects Exide truck battery to Exide ETR rectifier type charger, especially selected to charge the battery fully within the allotted time.

WHY A BATTERY AND CHARGER SHOULD BE MATCHED

The big reason is economy. In electric truck service, a fully charged battery means your truck can do more work. So you get more done for each dollar of cost. Furthermore, if you don't charge your battery fully each time, you could be shortening its life. And that would add to your cost too. For maximum economy, it is important that your charger have adequate capacity to charge your battery fully, safely and within the allotted time.



The complete Exide power package. Three basic battery types, four charger types, both in complete range of capacities, plus Exide service—all from one dependable source.

Make sure, however, that your charger is not oversized. You only need enough charger capacity to do the job. Any more is wasted. Excess capacity simply represents an overexpenditure of money for your electric power.

Obviously, specifying the battery and charger you need for your own power requirements is an engineering problem. And Exide men approach it on an engineering basis. The objective is to give you the right power package for maximum economy.

The first step in economy is to select the right type and size battery for your truck. This can best be done from a broad battery line. And Exide offers the broadest line of industrial truck batteries on the market, including Exide-Ironclad with tubular positive plate construction; Exide-Powerclad premium flat plate; and the improved Exide nickel-iron-alkaline (invented by Thomas A. Edison). There's a type and size for every truck application.

Second, your Exide man recommends the correct type and size of charger for your particular battery, based upon your

plant conditions. Here he can choose from the four basic industrial truck battery charger types in the Exide line: the vertical motor generator type which saves floor space and initial cost; the new ETR rectifier with low maintenance requirements and longer life; the type PMR rectifier for economy and convenience; and the horizontal motor generator with a long record of dependability, safety and life.

For both batteries and chargers, Exide offers complete service to insure that you get maximum battery and charger life.

Only Exide offers this complete power package—your key to the lowest-cost electric truck power you could buy. Write for complete details. Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

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- TO MAKE OVERSEAS BUSINESS EASY, EFFICIENT, ECONOMICAL
- TO HELP CARGO AGENTS AND FREIGHT FORWARDERS EXPAND THEIR SERVICE THROUGH PAN AM



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Current, valuable, authoritative information on 114 world trade centers in 80 foreign lands!

- Pan Am gets you marketing facts on economic conditions, tariffs, customs, currency. Plus special information needed for your product.
- Pan Am can help find markets for products—and products for markets! Also distributors, buyers, bankers overseas.
- Pan Am advises you all the way on containers, rates, insurance, routes, collections. Our representatives are specialists at solving problems.
- Pan Am keeps you on top of the market—with "Horizons," monthly Clipper* Cargo magazine that brings you "inside" information on new developments, opportunities overseas.

WORLD-WIDE Transportation

More flights direct to more major markets by the world's largest, fastest overseas air cargo fleet!

- Now, fastest delivery overseas from anywhere in U.S.! Direct service from 15 international gateways in the U.S., plus faster new ground procedures, cut delivery time by hours!
- Now, simplified documentation—from one source—zips shipments from loading dock to plane to consignee. Works with world's largest international truck-air system to slash transfers, handling, red tape.
- Now, more space, more speed—with the world's fastest all-cargo planes, world's largest over-ocean Jet fleet.
- Now, rates lower than ever! In many cases distribution now costs less by Pan Am than by surface.



WORLD-WIDE Representation

More American and English-speaking personnel to represent you and your product in foreign lands!

- In effect, you get 114 world-wide offices—at no extra charge! Ship by Clipper Cargo and your product gets the individual attention it deserves, gets to market the way you want.
- American viewpoint on the spot! Pan Am personnel are trained to American business methods (and ways of local market). Your product gets through customs fast!
- World-wide contact service! Integrated sales/service takes hitches out of marketing around the world!
- World-wide follow-through! Pan Am's cargo control system, capacity, uniform procedures make world's fastest delivery also world's surest!

PAN AM PUTS YOU IN BUSINESS ABROAD—with ONE PHONE CALL!

Call your cargo agent, freight forwarder or Pan Am office today.

*Trade Mark, Reg. U. S. Pat. Off.

Chuting the News . . .

(Continued from Page 12)

Smith Elected President Of Wooden Box Association

F. Perry Smith, Jr., of Cumberland, Md., was elected president of the National Wooden Box Association at the group's 62nd Annual Meeting.

He succeeds H. S. Dunning, of Darien, Conn. Three vice presidents also were elected. They are J. Clifford Miller, Jr., Richmond, Va.; W. T. Hovorka, Chicago, Ill.; and Joe B. Mills, Clarksville, Ark.

John M. Nelson, 3rd, of Baltimore, was elected treasurer. H. R. Hudson and T. J. Luddy, of Washington, D. C., were re-elected executive vice president and secretary, respectively.

Members were urged to attend the summer meeting which will be held at the Cavalier Hotel, Virginia Beach, Va., on July 13-15.

—DA—

LCNC to Meet in Chicago

The Local Cartage National Conference will hold its 18th National Convention in Chicago April 23-27. The Sheraton Towers Hotel will be the meeting site. Luncheon speakers will be James R. Hoffa, president, International Brotherhood of Teamsters; Bertram E. Stillwell, director, Bureau of Operating Rights, ICC; and John J. Gill, president of the American Trucking Associations, Inc.

—DA—

ICC Rejects Contract Rates

A rate-making innovation by the New York Central System proposing reduced rates for shippers contracting 80 per cent of their business, was rejected today by the ICC. It was labeled a destructive competitive practice. Under the proposal, a reduced rate would be offered to any shipper of rugs and carpeting agreeing to move in one year at least 80 per cent of his Amsterdam to Chicago traffic over the New York Central.

The National Association of Furniture Manufacturers has scheduled its second Annual Transportation Conference for May 17-19 at Purdue University in West Lafayette, Ind.

—DA—

Two Container Ships for Pacific Coast Service to Sail in 1962

The Federal Maritime Board has received a request for assistance from Olympic-Griffiths Line, Seattle, Wash., for construction of two container ships.

The company foresees the ships' operations in the Pacific Coastwise trade area. The vessels will each make two sailings a week with a schedule of Seattle, San Francisco, Los Angeles, San Francisco, and Seattle.

The ships will be fully containerized with a 200-container (8 ft x 8 ft x 20 ft) and 75-automobile capacity. "Sea Express Line" is expected to begin during the third quarter of 1962.

Plastic Film Waterproofs



A common problem faced by trucking companies is waterproofing rear doors of over-the-road trailers. Chicago Express, Inc., Kearny, N. J., after tests, has found two-mil-thick polyethylene film good protection against rainstorms. The film is pre-cut into sheets to fit trailer ends. A sheet is folded over the top of the cargo and secured with tape at top and bottom. Since the film is transparent, cargo can be inspected without removing protective barrier. Transilwrap Co. of Philadelphia makes the film

AAR Board Asks Congress For Transport Policy Change

The Board of Directors of the Association of American Railroads today announced the beginning of an all-out effort to change the government's transportation policy.

It incorporated its plea to Congress and the administration in a statement called the "Magna Carta for Transportation."

The legislative goals set forth in the statement are: Freedom from discriminatory regulation, freedom from discriminatory taxation, freedom from subsidized competition, and freedom to provide a diversified transportation service.

Claiming that correction is a matter of "legislative determination and can be corrected only by legislative action," the railroad presidents said that they are seeking no favors or special privileges. "They seek only equality of treatment for all forms of transportation—the traditional American concept of fair play."

—DA—

Deliveries of new freight cars to the nation's railroads totaled 3515 in January. There were 4272 in December and 2849 in January 1960.

—DA—

Airline Uses Density Rates

Flying Tiger Lines, Inc., has a new tariff structure using density rating on commodities. All commodities defined in the tariff will be given a density rating in accord with average density per cubic foot of each commodity. A rating of five will be given, for instance, to commodities of density of more than 20 lb per cu ft. This is scaled down to where a rating of one will be given to commodities whose density is 4 to 5 lb per cu ft.

—DA—

Machines and machine parts led all other air freight commodities flown by United Air Lines during 1960. Electrical equipment and parts, however, showed the largest increase.

(Please Turn to Page 45)

Ask for one truck or twenty.

**Eastern Express shoulders the load... puts any size
or type of shipment on the road on the double**



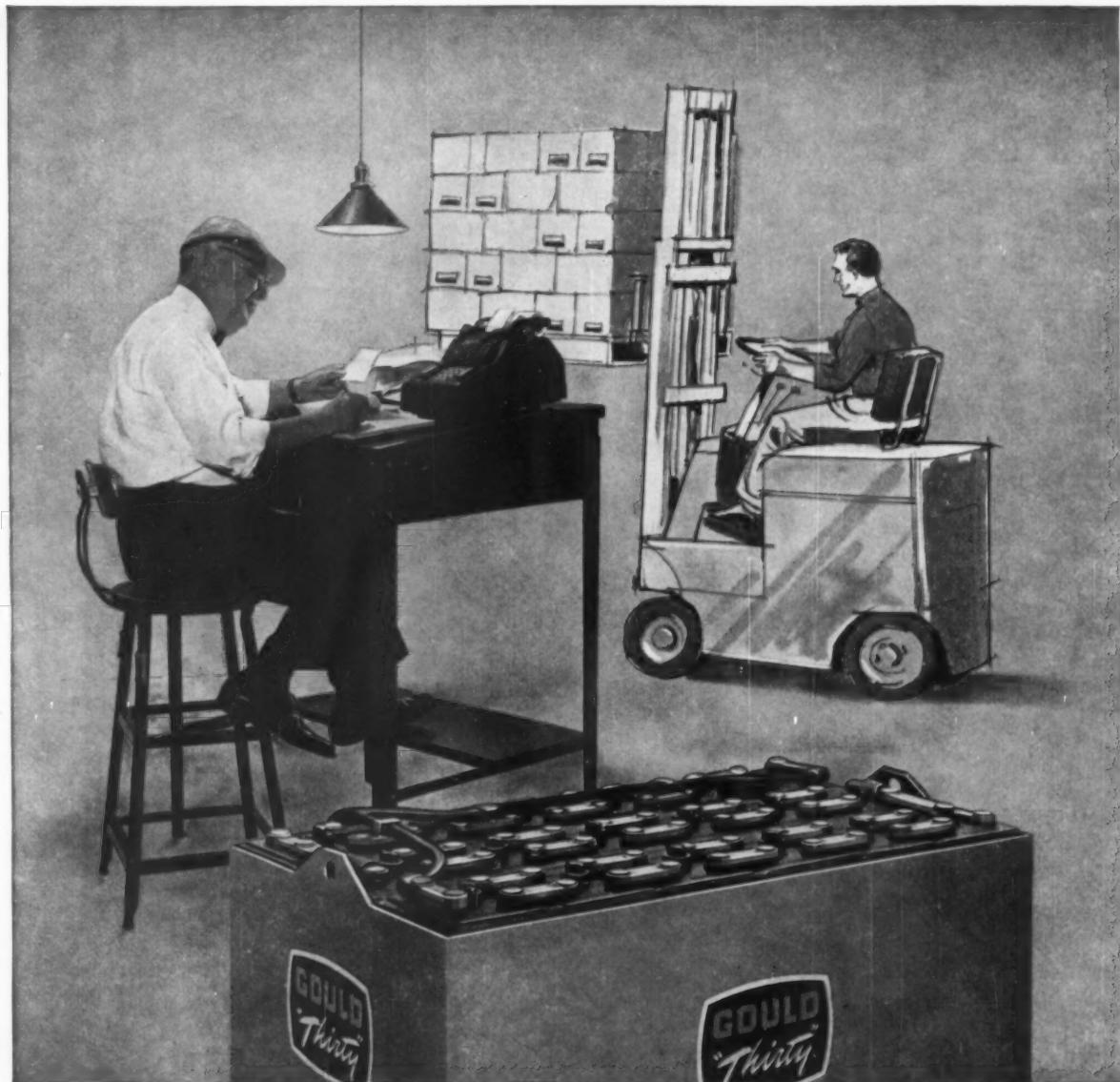
Anything goes . . . and goes anywhere. Fresh frozen peas to Pittsburgh, brass rods to Bridgeport, drugs to Dayton, or floor covering to Fort Wayne. A single shipment or a complete shipping program . . . a whole Eastern fleet or just five square feet. Say which, when, where; then depend on the flexible motor carrier to get it there . . . dock to door, safely, surely, and on time. Eastern Express, Inc. is particularly well equipped to serve today's demanding, diversified market. The type of truck, special handling equipment, trained personnel, and success-tested *go-how* methods shippers need, shippers get—and they get it every time with Eastern.

Why shouldn't *your* deliveries get this kind of treatment, in-terminal and on the road . . . whatever you ship?

Eastern
EXPRESS, INC.
"The motor carrier with more go-how"™



GENERAL OFFICES: 1450 WABASH AVENUE, TERRE HAUTE, INDIANA • Connecting the Eastern Seaboard with the Industrial Midwest:
Akron • Baltimore • Bethlehem • Boston • Bridgeport • Chicago • Cincinnati • Cleveland • Columbus • Dayton • Evansville • Ft. Wayne
Harrisburg • Indianapolis • Metuchen • New York City • Philadelphia • Pittsburgh • Providence • St. Louis • Trenton • Zanesville



Electric Trucks COST LESS TO OPERATE

Battery-powered electric trucks save in the three most important areas of cost breakdown: maintenance, fuel and depreciation. The electric truck effects economies in power and maintenance costs so substantial that their overall cost per ton-mile is less than half that of other types of trucks.

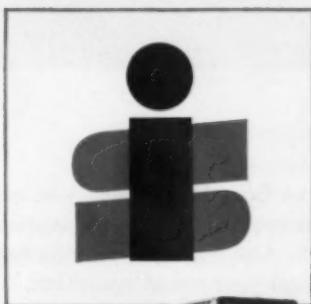
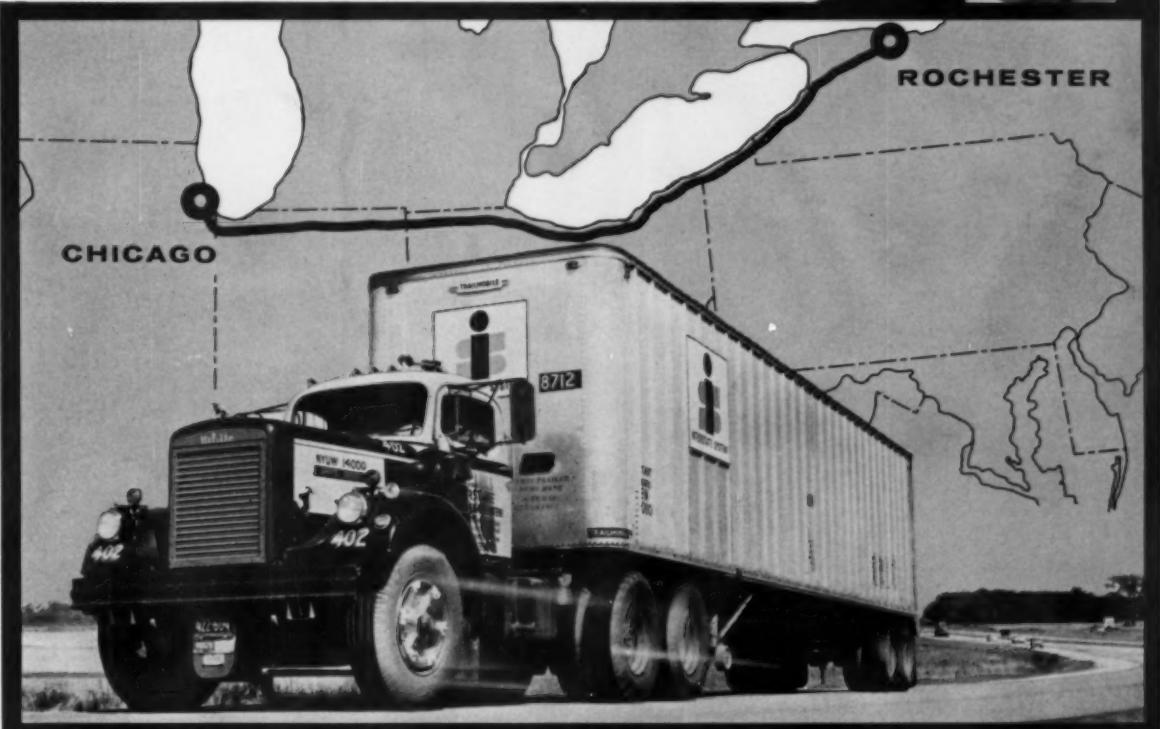
Add lower operating costs to a convincing list of other benefits—maneuverability, clean, quiet and safe operation, less maintenance—and you can easily see the main reason why users prefer battery-powered electric trucks for modern, efficient materials-handling jobs of all types.

Electric truck users generally agree on one other point, too—Gould Batteries for longer life. With the new Silconic Plate, offer up to 25% longer life.

Join the list of users who prefer this ideal combination of electric trucks and Gould Batteries. For more information, write or call your local Gould representative. Ask for booklet "Why We Use Battery-Electric Industrial Trucks." Gould-National Batteries, Inc., First National Bank Building, St. Paul 1, Minnesota. In Canada, write to Gould-National Batteries of Canada, Ltd., 1819 Yonge Street, Toronto, Ontario.

More Power to You from GOULD

We pay an average of \$2,434 a month
in "road" taxes to use the highway
between Rochester and Chicago!



The trip from Rochester, N. Y., to Chicago, Ill., is 604 miles. Interstate travels between these two points 105 times in the average month. Counting *only* those taxes that go toward paying for state and national highway systems, the amounts we pay on this one route average \$2,434 monthly. In our last fiscal year, these highway-directed taxes for the entire Interstate System totaled approximately \$1,550,000. The total of our taxes and licenses for that year was \$4,717,033. By any measure, it is apparent that Interstate System not only provides the fast, direct service you want, but, like other motor common carriers of America, pays its own way in doing it!

Direct service to over 9,000 points in 26 states



INTERSTATE SYSTEM

MORE THAN A TRUCK LINE . . . A TRANSPORTATION SYSTEM

NAME YOUR TRUCK! NAME YOUR TIME!



for the Truck you want...when you want it...

Hertz specializes in getting you the truck you want—and getting it to you fast! You get new Chevrolet, GMC or other famous make trucks. And you can choose from a wide variety of types—van, stake, panel, pickup or walk-in. Tractors and trailers are also available in many cities. All you need is proper driver's license and identification. And Hertz low rates include insurance, gas and oil, even if bought on the road.

Play it smart! Don't tie up needed cash in "stand-by" trucks that are used only as replacements or during

peak periods. Rent trucks from Hertz *when* you need them—and conserve your capital! Trucks are available by the hour, day or week. Also available on long-term leasing basis for economical year-round operation.

no investment...no upkeep

RENT HERTZ TRUCKS



KEEP it clean

Steel-Corr doorway protection assures clean, dry lading . . .
a fresh start every trip.

Steel-Corr doors are always kept in protected storage, used once
and disposed of—eliminating any chance of contamination.

And Steel-Corr doors cost less to buy and less to apply
than old-fashioned methods.

Steel-Corr—the new material with years of experience.

INTERNATIONAL-STANLEY CORPORATION

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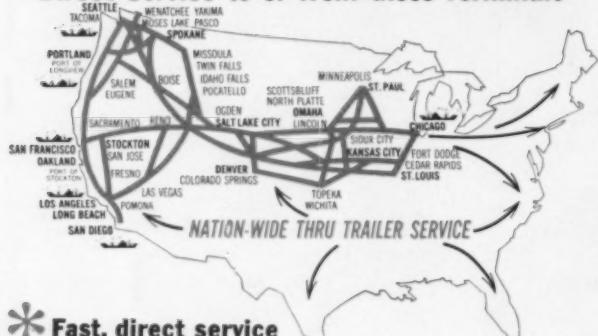
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Direct Service to or from these Terminals



*Fast, direct service

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Terminals and Offices in Principal Cities

There's a **dollar-saving difference**
in Allis-Chalmers Lift Trucks



"Our fleet of 19 Allis-Chalmers lift trucks ran 10,500 hours before we took the first engine in for overhauls," says a spokesman for Jacob Ruppert Brewery.

Ask any mechanic who has serviced them all

Ask him how long it takes to prepare an Allis-Chalmers truck for routine servicing.

He can show you almost as fast as he can tell you.

Ask him how much time you save on clutch replacement.

He can change it in half an hour.

Ask him how often he overhauls the Allis-Chalmers engine.

He could still be waiting to overhaul his first one. Many users find Allis-Chalmers engines go 10,000 hours or more before overhaul.

Even these few examples add up to many dollars' worth of difference. Let your Allis-Chalmers dealer tell you about others. Allis-Chalmers, Milwaukee 1, Wis.

ALLIS-CHALMERS



Coming Events

Apr. 9-12—American Warehousemen's Assn.—Merchandise Div., 70th Annual Meeting, The Denver Hilton, Denver, Colo.

Apr. 9-21—National Retail Merchants Assn., Traffic Group Meetings, Hotel Biltmore, New York City.

Apr. 10-12—AMA 30th National Packaging Conference, Exposition Center, Chicago.

Apr. 12-15—California Moving & Storage Assn., Annual Convention, Riviera Hotel, Palm Springs, Calif.

Apr. 18-20—Eastern Industrial Traffic League, Spring Meeting, Ben Franklin Hotel, Philadelphia.

Apr. 19-20—Atlantic States Shippers Advisory Board, Lord Baltimore Hotel, Baltimore.

Apr. 23-26—Customer Relations Council, ATA, Spring Meeting, Shoreham Hotel, Washington, D. C.

Apr. 23-27—Local Cartage National Conference, Sheraton Towers Hotel, Chicago.

Apr. 26-28—National Furniture Traffic Conference, Inc., First Annual Traffic Managers Convention, Sheraton Towers Hotel, Chicago.

Apr. 30-May 2—The Operations Council, ATA, Annual Meeting, Atlanta, Ga.

May 1-12—The American University, 14th Ocean Shipping Management Institute, American University Campus, Washington, D. C.

May 9-11—The Material Handling Institute, Eastern States Show, Trade & Convention Center, Philadelphia.

May 10-12—Airline Ground Transportation Assn., Annual Convention, Fontainebleau Hotel, Miami, Fla.

May 14-20—National Transportation Week.

May 17-19—Heavy-Specialized Carriers Conference, Annual Convention, Hotel Chase, St. Louis.

May 24-27—National Rivers and Harbors Congress, National Convention, Mayflower Hotel, Washington, D. C.

June 18-23—Industrial Management Center, Inventory Planning & Control Seminar, Lake Placid Club, Lake Placid, N. Y.

June 18-30—Industrial Management Center, 8th Annual Material Handling Course, Lake Placid Club, Lake Placid, N. Y.



"And have you seen your optometrist lately?"

FIRESTONE AIR-BLOK

PNEUMATIC DUNNAGE

SPEEDS
LOADING

CUTS
DUNNAGE
COSTS!

Air-Blok, Firestone's pneumatic dunnage cushion, assures damage-free deliveries, shipment after shipment. You buy it only once. From then on, cargo bracing is a low-cost, one-man job.

One workman can quickly block lading by inflating Air-Bloks in place. These tough, rubberized nylon cushions, made according to the new improved Firestone design, take up slack, tighten the load and offer shock-absorbing security against shipping damage.

At each trip's end, Air-Blok deflates to speed return of dunnage and eliminate demurrage charges. The cushions return for re-use and cancel costs of short-lived, conventional dunnage.* Dunnage savings up to 50% are reported by shippers.

For full Air-Blok information, contact Firestone Industrial Products Company, Dept. 60-1 Noblesville, Indiana.

*Free return in following territories: Within: Official, Southern, Southwest; between: Southern and Official, IFA and Southern, Official and Southwestern, Southwestern and Southern. Applications for other territories are pending.

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Firestone

INDUSTRIAL PRODUCTS COMPANY
NOBLESVILLE, INDIANA / INTEGRITY, QUALITY, ACCURACY, DEPENDABILITY

Tune in *Eyewitness to History* every Friday evening, CBS Television Network

Air-Blok is easy-in, easy-out dunnage; one man can block entire car swiftly.

APRIL 1961

Air-Bloks are quickly deflated, rolled and tied with built-in straps for easy return.



Handling Highlights

Technicians Check Content of Harmful Elements In Fork-Lift Truck Exhaust to Operators

There are discussions every once in a while about the expected concentration of carbon monoxide to which drivers of fork-lift trucks are subject in a normal warehouse operation.

To present one possible answer to the question, a Pennsylvania company commissioned the Franklin Institute to investigate. Institute technicians took samples of the air at a fork-lift truck driver's breathing level to determine CO concentration.

Tests were made in the company's shipping area. A Clark lift truck, Carloader model, was used for the test. Its engine was the Continental model 412X with 124 cu in. piston displacement.

Infrared spectrophotometric equipment was used to measure the amount of hydrocarbon. Three samples were taken at driver breathing level. Technicians registered carbon monoxide, part per million and hydrocarbons, part per million. Sample 1 was taken with the garage closed and the fork truck stationary but lifting a load. The carbon monoxide rating was 137, hydrocarbon rating was 17.0. Sample 2 was taken with the garage well ventilated. The truck operated backward and forward.

Here carbon monoxide rating was 13 and 4.4 was the hydrocarbon rating. The last test was taken with the garage well ventilated and the truck standing still and lifting a load. The carbon monoxide rating was 28 and the hydrocarbon rating was 2.2.

The maximum allowable concentration for CO in the breathing atmosphere is 100 parts per million for 8-hour exposure according to the American Industrial Hygiene Association Standard Sheet of Sep-

tember 1956. There is no clear identity for the various hydrocarbons in auto exhausts. Consequently, no maximum allowable concentration limits for hydrocarbons can be noted.

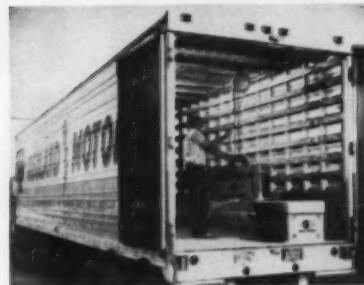
Drivers are breathing dangerous concentrations of unidentified hydrocarbon every day. This test proves the necessity for adequate control equipment on all engines operated indoors. The importance of adequate ventilation is also obvious.

	Carbon Monoxide, ppm	Hydrocarbons, ppm
Sample #1	137	17.0
Sample #2	13	4.4
Sample #3	28	2.2

Forced ventilation at 1200 standard cu ft per minute per horsepower is an average rule of thumb recommended for units equipped with some exhaust purifiers. Of course, ventilation requirements without purifiers are much higher.

Ventilation is not the complete answer. The materials in the exhaust stream are carcinogenic or cancer producing. Diluting these materials may not prevent injurious exposure. The safer solution, probably, would be to convert such harmful materials to harmless products.

Electric Motor Haul



When a West Coast electric company had to transport motors weighing as much as 450 lb from Michigan to California, it turned the trick with strips of aluminum alloy channel and cranes. The alloy channel was mounted on the interior sides of the trailer to run the full length of the van. A trolley and hand hoist were mounted on the crane which runs on the inside of the flange of the channels. Small rollers keep the crane squared. Trolley and hoist can move cross-wise and carry motors the length of the trailer

Drafting in Cleveland



Plans for most of its materials handling equipment are first put on paper in this new drafting room at Towmotor Corp. headquarters. The Cleveland handling equipment manufacturer combines executive, general office, and engineering facilities at 16100 Euclid Ave. This clear-span room has 9800 sq ft

Plastic in Steel Bins



More than 2200 patterns, colors, and sizes of Formica Corp. stock are stored in steel storage bins. Part of the Los Angeles warehouse, the bins measure 24-in. and 30-in. wide. Each bin opening holds seven pre-packaged six-packs or a 42 sheet total

BREAKFAST IS SERVED ...



...AND BAKER HELPED BRING IT!!!

Juice, cereal, eggs, coffee, even herrings and yogurt—whatever your breakfast preference, chances are, Baker has a hand in serving it. 9½ million tons of materials are moved each week by Baker trucks. This tonnage of food products would feed the entire United States 3 meals a day for 5½ weeks.

Baker electric trucks are balance-design engineered to every application in the food industry. Smooth electric acceleration

and two-speed dynamic braking ensure complete driver control to prevent load damage—fragile foods delicately handled by zero to maximum metering of the hydraulic system.

Your local Baker dealer will be glad to demonstrate how Baker electric trucks ensure *speedy* delivery of crisp, fresh, *nature-flavored* foods. Or write for Baker food handling application story BAS-611.

Baker also manufactures a full line of gas and LP gas trucks for every application.

Free illustrated manual on fork truck safety-operating hints available for each of your drivers. Write Baker Industrial Trucks, 8016 Baker Avenue, Cleveland 2, Ohio.

A DIVISION OF OTIS ELEVATOR COMPANY
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BAKER INDUSTRIAL TRUCKS • CLEVELAND 2, OHIO



In the market?

If you are in our market, then by all means let Portland Harbor court your cargo. A livewire port, under centralized management, Portland is the natural distribution center for western and mid-western United States. It leads the Pacific Coast in the movement of competitive cargoes for the third straight year. Portland Public Docks wants your cargo and knows how to serve it!



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LETTERS

TO THE
EDITOR

Who's Left to Be Right?

To The Editor:

We have a question concerning procedure for collection of delinquent warehouse accounts. Our attorney who had advised us for many years, had informed us that as a warehouseman, we had a lien on the accounts that the customer had let run for six months to a year or longer.

Also that we did not have to go through court to get a judgment to dispose of the delinquent account. Now our attorney has passed away. Our new attorney has advised that we must go to court and get a judgement before we dispose of the delinquent account.

If this is true, it will add expense to either our company or the delinquent account costs. We are confused as to what to do since one attorney told us one thing and our new attorney tells us another.

R. M. Weinstock

West Side Transfer and Storage Co.,
Marietta, Ohio

I prefer not to agree or disagree with either of your lawyers. I suggest that you follow the advise of your present lawyer, as he now represents you. It is not for me to state the incorrectness of a lawyer's advice.—Leo T. Parker, DA Legal Consultant.

Signature Essential?

To The Editor:

We issue negotiable warehouse receipts at times for certain commodities. Face of receipt, in part, is printed:

Subject to order of
which property is retained on storage and delivered only on surrender of this receipt, properly endorsed, and payment of all charges thereon and all other legal liens.

The back of the receipt is printed:

Released for delivery
The property described below is hereby released for delivery from warehouse and this receipt is cancelled to that extent. Any unreleased balance of these goods is subject to a lien for unpaid charges and advances on the released or delivered portion.

Date
Quantity Released
Balance
Commodity
Marks

Signature of warehouseman
(Indorsements here) is printed to the left of the above data.

We have always required the party to whom the receipt is issued to sign his name under (Indorsements here) before sending the receipt to us for all or part of the goods, and no one ever objected until today.

The company in question insists on inserting the data in the above portion reserved for us for the specific quantities they desire us to deliver, signs its name opposite signature of Warehouseman, but refuses to sign name under (Indorsement here). They say no other warehouse requires them to do so.

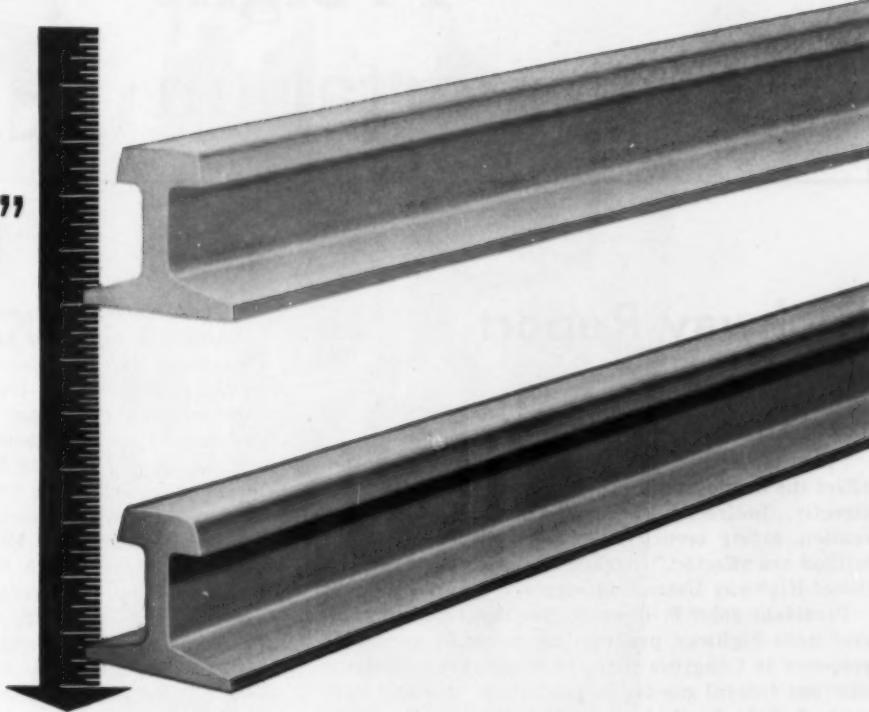
It is our opinion we are not complying with the Warehouse Receipts Act if we accept the receipt so executed by them and deliver each time the specific quantities they instruct.

H. C. Coleman,
Vice President

Baltimore Fidelity Warehouse Co.,
Baltimore, Md.

As you well know serious legal complications may arise from procedures not strictly according to requirement of statutes. On the other hand, sometimes people and courts disagree. In your case, if the company refuses to conform with your regular procedure, why not let the officials sign a disclaimer and assume all responsibilities. Bad feelings might be avoided. However, you use your own judgement—Leo T. Parker, DA Legal Consultant.

**"marked
down
for
clearance"**



... means for progress, too!

SEABOARD'S expanding Piggyback operations are part of a continuing effort to make every aspect of its freight service as attractive and serviceable to shippers as possible.

Recently, we lowered track one to three feet, at eight Seaboard points, to effect greater overhead clearances for TOFC equipment.

Another development has been door-to-door service using Seaboard's own trailers, between the East and major points on Seaboard rails in Virginia, the Carolinas, Georgia, Florida and Alabama.

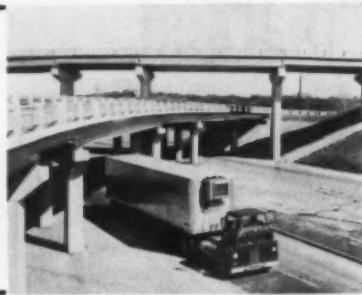
Whatever the shipment, however it moves on our line, it is given the alert, interested attention of railroaders who appreciate business routed "S.A.L."

SEABOARD
AIR LINE
RAILROAD

THE ROUTE OF COURTEOUS SERVICE



Freight Transportation



Highway Report

How High Is Up?

"The laws that govern highway transportation affect the employment of some 11 million Americans, directly. Indirectly, the employment, business, recreation, safety security, and pocketbooks of all 180 million are affected." Arthur C. Butler, director, National Highway Users Conference.

President John F. Kennedy has described the federal-state highway program as being in peril. He proposes to Congress that the temporary additional one cent federal gas tax be continued. It would have expired July 1. And more importantly, President Kennedy proposes additional taxes on diesel fuel, heavy trucks, tires, inner tubes, and tread rubber to "emphasize . . . a fairer allocation of the burden among those who use the highways," and provide the Highway Trust Fund with about \$900 million a year through fiscal 1972. The President terms this essential if the Interstate System is to be completed on schedule.

"This is only fair," the President says, "indeed technical experts in the Bureau of Public Roads advise me that even this increase would not charge heavy trucks their fair share of the cost of this program."

The highway transportation industry has replied to the President through an array of spokesmen who announce for the industry in terms eloquent and tempered with realism.

"We pay more than our fair share right now. Today trucks represent just 16 per cent of the motor vehicles on the road, yet they pay 33 per cent of the total highway use taxes. In addition to paying all the normal taxes paid by anyone else, truck operators have been required to make this special contribution to support the government. Competing forms of transportation never have been singled out for such special taxes. If the federal government is short of funds for building superhighways, then it should take the highway use tax money which has been diverted to the general fund and put it in the highway trust fund. This is a national defense highway system, everyone benefits from it. One group of users should not be singled out to bear such a financial burden." L. D.

Rahilly, president, Interstate System, Grand Rapids,

"Although suggested as an alternative to taxes on consumers, this tax proposal actually falls directly on the consumer since trucks haul everything Americans eat, use, and wear. The cost of food, clothing, and every type of industrial and commercial product will be affected directly by our increase in transportation cost. Before the trucking industry is destroyed by an added tax burden it simply could not withstand, we plead with all concerned to consider the practical, down-to-earth facts . . . Annual state road taxes paid by the average five-axle tractor trailer unit amount to \$1582. To virtually double truck taxes as suggested . . . would aggravate and perpetuate the unjust situation which already prevails. The annual federal road taxes on the typical five-axle unit would be increased to \$1881.92. This, when added to the state road levies on the same unit, makes a total of \$3463.92. A major premise offered in support of the proposed increases is the fact that the larger trucks run most of their mileage on the federal interstate road system. It follows then that a minimum of their mileage is run on state and local roads. It should be obvious that the trucking industry is caught in a squeeze play between the two major tax forces and is being asked to pay at least double for its use of the roads. No industry, least of all a marginal industry made up of small businesses, can survive under such a patently unjust set-up. The general references to a pay-as-you-go program are misleading. It actually is a pay-before-you-go program. Savings and other benefits supposed to flow to users will not come for a long time, if ever. And they will never come to present-day truck owners if they are taxed to death today in pursuit of tomorrow's promise." Statement by The American Trucking Associations, Inc., Washington, D. C.

"We already know that President Kennedy cited the highway program as one means of stimulating the general economy. This shot in the arm is for the general good of the country. Highway users frequently hope that they will not be singled out to pay for this, as they were for the 1958 shot in the arm." Arthur C. Butler, before a meeting of the Regular Common Carrier Conference.

All proposals do not become law. Those who have feelings opposite to President Kennedy's current proposal should express themselves to their congressmen and senators or other influential parties.

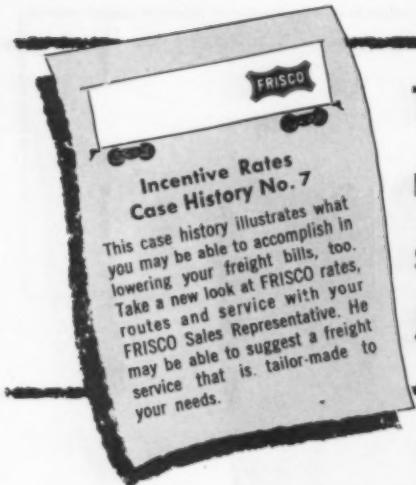


FACT IS, LTL IS THE HEART OF OUR BUSINESS . . . While we handle your truckload traffic as well as any carrier (we think better than most), our whole organization is geared to the needs of LTL shippers and consignees. Our mechanized terminals, radio-dispatched pick-up fleets, and daily schedules are designed to meet your LTL distribution requirements. Our DAYSAVER thru-schedules by-pass intermediate terminals to provide faster service on longer hauls. Whether your shipments are LTL or truckload, you'll find CF has the equipment, the experience, and the routes to serve you better. Get the facts from your CF terminal or contact the CF Information Center, Box 32, Chicago 50. AUSTIN 7-7003. TWX Bellwood 172.

ASK FOR NEW CF SYSTEM MAP AND POINTS LIST



CONSOLIDATED FREIGHTWAYS
Leading Name in Truck Transportation



This Arkansas shipper reduced his shipping costs substantially when he **SHIPPED IT ON THE FRISCO!**

After discussing his freight shipments with his FRISCO Sales Representative, this shipper found that by increasing his load he was able to qualify for a FRISCO incentive rate, of which he was previously unaware.

The lower rate on the weight in excess of the car-load minimum resulted in a savings of \$55.30 on a single car!

That is why you need to review your shipping service with a FRISCO trained representative who is thoroughly experienced and qualified to

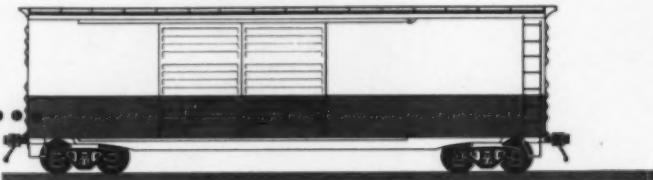
understand your problems and suggest shipping service tailor-made to your needs.

Your product and your requirements naturally will be different. The complexities of transportation service frequently become business simplicities once the FRISCO Representative gives you his recommendation for planned mass transportation service.

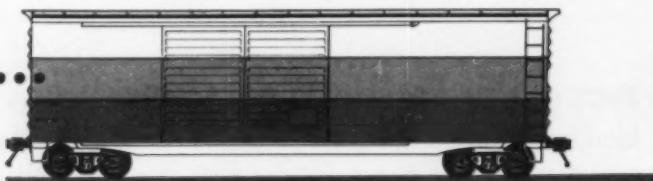
For that next shipment Southeast or Southwest, get planned mass transportation for your mass production. Call your FRISCO Sales Representative . . . he's as near as your phone.

...IF THIS.....

is your present minimum

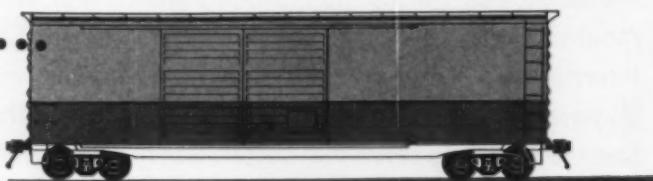


ADDING THIS....



OR THIS.....

may reduce your shipping costs substantially. Plan to fill up the next car you ship. Your FRISCO Sales Representative will be glad to discuss how you may qualify for lower shipping costs.



SHIP IT ON THE



5,000 MILES SERVING: MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

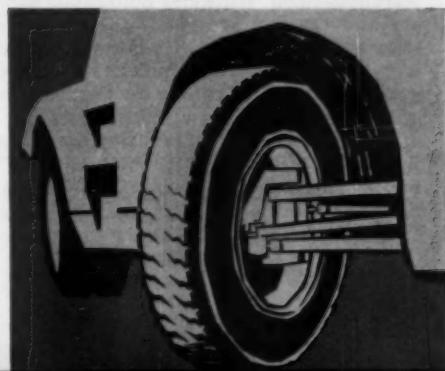


TOWMOTOR'S ON THE MOVE

—leading the way with big fork lift trucks that offer new mass-handling techniques. Heavy duty trucks with "unitized" frame and body for a long lifetime of low-cost maintenance. Lift trucks engineered for extra road and load visibility, better maneuverability, easier operation. Move more with Towmotor fork lift trucks—made only by TOWMOTOR CORPORATION, CLEVELAND 12, OHIO.

TOWMOTOR
THE ONE-MAN-GANG®

Pivot-action steering axle is an outstanding feature of new Towmotor "Monarch" Series fork lift trucks (above), with load capacities up to 24,000 pounds. Fast, smooth maneuvering results from Monarch's wider track axle pictured below. It pivots in rubber to absorb road shocks.



WASHINGTON SCOPE

By Neil R. Regeimbal, *Chilton Washington News Bureau*



COURT BACKS RAILS—Publicity battle between trucks and railroads is likely to open up again full blast. The U. S. Supreme Court, reversing lower courts, has ruled that the Eastern railroads did not violate the antitrust laws during the 1957 battle for business. The high court, in a unanimous decision, held that it was simply a "no holds-barred fight between two industries" for business and neither side violated the antitrust laws. It set aside a \$652,000 triple damage award against the railroads granted by the lower courts.

NAME WAREHOUSING CHIEF—Paul H. Riley, a career government employee, has been named deputy assistant secretary of defense for supply and services. His principal duties will be in warehousing, transportation, supply management, and telecommunications policies. He was formerly in the supply and logistics office as a top assistant.

TAX HELP PROPOSED—The small business tax bill has again been introduced in Congress. It would reduce both the individual and corporate tax rates over five years to a maximum of 47 per cent, with the lowest personal rate being cut to 15 per cent. It would also ease tax depreciation for business, and cut estate and gift taxes to help small firms pass from father to son. Measure is sponsored by Reps. Howard H. Baker, R., Tenn., A. S. Herlong, Jr., D., Fla., and Bruce Alger, R., Tenn.

REVISE LOAN STANDARDS—Small Business Administration has postponed hearings on revision of six standards for the household goods moving industry. Meanwhile, the SBA has amended its standards for determining whether warehousemen, truckers, household movers, packers and craters, are small for SBA purposes. It says a firm is small if it is independently owned and operated, not dominant in its field, and together with affiliates has an annual gross income of \$3 million or less. Because of the frequent affiliation between local movers and interstate van lines, the SBA says it will consider the local mover small if it meets all these requirements and no more than half of its gross comes directly from an affiliation.

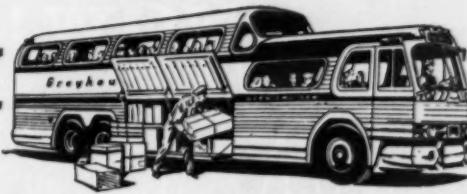
HIT FEDERAL TRANSPORT—The first congressional hearings on the problems of the transportation industry in the new session of Congress concentrated on the destructive effects of the government's own cut-rate privileges. Truck and barge spokesmen, along with others, complained to the Senate Surface Transportation Subcommittee that the government's power to get lower rates for its shipments produces destructive rate-cutting by carriers.

MAJOR RAIL MERGER STUDIED—Interstate Commerce Commission has been asked to approve a merger of four major Western railroads which operate in 17 states and two provinces of Canada. Involved are Northern Pacific; Chicago, Burlington and Quincy, and the Great Northern, which would merge to become the Great Northern Pacific and Burlington Lines, and would lease the Spokane, Portland & Seattle Railway. Combined line would operate about 25,000 miles of line. They say they can save about \$40 million a year by merging.

TRANSPORT AGENCY BACKED—A measure to create a single federal transportation agency is pending in Congress. Sen. Clifford P. Case, Jr. (R., N. J.), introduced the measure, which follows recommendations made by former President Eisenhower. All non-regulatory transport functions would be put under the new cabinet department. This would effect some duties of the Interstate Commerce Commission, Federal Aviation Agency, the Maritime Administration, Bureau of Public Roads, and the Commerce Department's transportation division. Plan has drawn fire, however.

FIGHT UNLICENSED CARRIERS—Regulated common carriers have opened "all out war" on gray-area trucking. Shippers using such services are also being singled out. Nine complaints filed by three groups representing regulated carriers accused 12 companies, 28 individuals, and 137 shippers of conducting illegal for-hire operations. More complaints are expected. The complaints asked quick hearings and action, but ICC showed little signs of taking any rush action.

~~NOW~~ SHIP IT FASTER



Got a shipment going hundreds of miles? Get it out by 9 A.M....it arrives the same day! Got a shipment going about 50 miles? Ship it out around 9 A.M....it's there by noon!

Whatever the destination of your shipment, chances are, a Greyhound is going there anyway...right to the center of town. Greyhound travels over a million miles a day! No other public transportation goes to so many places—so often.

You can ship anytime. Your packages go on regular Greyhound passenger buses. Greyhound Package Express operates twenty-four hours a day...seven days a week...including weekends and holidays. What's more, you can send C.O.D., Collect, Prepaid...or open a charge account.

**CALL YOUR LOCAL GREYHOUND
BUS TERMINAL TODAY...OR MAIL
THIS CONVENIENT COUPON TO:**

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Dept. D4, 140 Dearborn St., Chicago 3, Illinois**

Gentlemen: Please send us complete information on Greyhound Package Express service...including rates and routes. We understand that our company assumes no cost or obligation.

NAME _____ TITLE _____

COMPANY _____

ADDRESS _____ PHONE _____

CITY _____ ZONE _____ STATE _____

IT'S THERE IN HOURS...AND COSTS YOU LESS!

NOW!
IML's
"TOTAL SERVICE"

helps you beat the market!

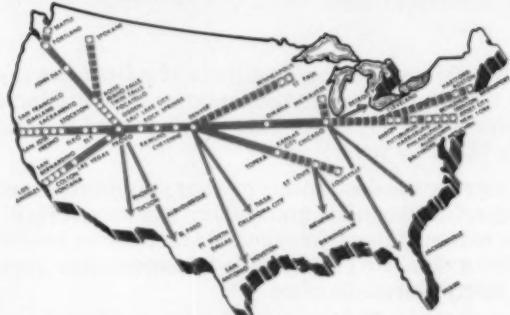
thru **TEL-A-KOM**

- Teletype Billing
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*It all adds up to
increased profit thru **TOTAL SERVICE** \$5.00*



IML's TOTAL SERVICE gives you positive transportation control. By knowing in advance WHEN your shipment will arrive you get security in low inventory — your LTL or TL shipments move under positive system-wide control.



IML FAST FLYER SERVICE

Interstate

IML

Motor Lines, Inc.



Head Offices: / 235 WEST THIRD SOUTH SALT LAKE CITY, UTAH
OVER THREE DECADES UNDER SAME OWNERSHIP AND MANAGEMENT

CONVERT YOUR PALLETS TO PORTABLE RACKS THIS EASY WAY...



Pat. No. 2,828,932; Pat. No. 2,828,933 & Pats. Pending

With TIER-RACK Frames... No Nuts, Bolts or Fixtures!

Almost as fast as you can say "warehouse portability," two interchangeable tubular steel frames snap onto your regular warehouse pallet, creating a lightweight, portable rack that supports thousands of pounds.

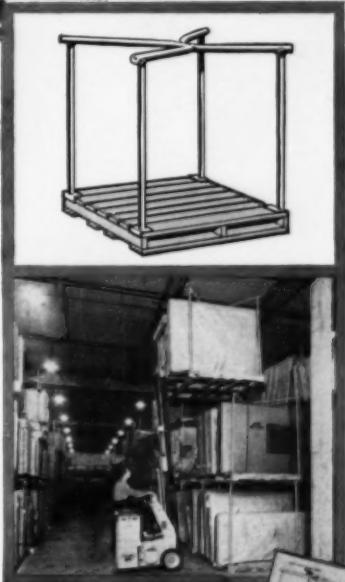
Two curved pins lock the frames rigidly at the top. In seconds, you have a portable rack... without special parts or attachments of any kind.

These portable Tier-Racks enable you to operate with fewer aisles, use all your "air space," and alter your layout as fast as warehouse conditions change.

See how you can gain more storage space in your present warehouse... plus portability, too.



TIER-RACK CORPORATION
122 N. 7th St. • St. Louis 1, Mo.



Send for
Free Brochure
No. DA4-61.



Destination Portland . . .

"It's the end of the day. But for these seven Clark trucks it's only the beginning . . . the beginning of a long life of service for five Portland companies.

"They go out of here like this day after day, load after load, to places all over the country . . . places like Oregon, Maine, Florida, California. When a man wants a lift truck that works harder, handles easier and lasts longer, he picks a Clark."



Industrial Truck Division
CLARK EQUIPMENT COMPANY
Battle Creek, Michigan



*For full details,
see your local Clark Dealer*

Men in the News

Traffic

Paul R. Price—appointed traffic manager, Holley Carburetor Co., Detroit.

Arthur A. Holleman, Jr.—promoted to manager, traffic, Dan River Mills, Inc., Danville, Va.; **Wade E. Key**—assistant traffic manager.



Richard M. Boyd—appointed to new position of director of traffic and transportation, Pittsburgh Plate Glass Co.

Kenneth G. Fraser—appointed general traffic manager, Raytheon Co.

John O. Clay—new traffic manager, Monsanto Chemical Co., Plastics Division.

Mrs. Lou Hoffman—appointed traffic manager, Gebhardt Mexican Foods, San Antonio.

Transportation—Air

Oliver F. Stern—joins Eastern Air Lines as cargo services manager, New York.

Vincent E. Kelleher—appointed Boston district manager, Airbourne Freight Corp.

John Giarrantana—in newly-created position of cargo services manager, American Airlines, Boston.

Allen S. Boyd—appointed chairman, Civil Aeronautics Bureau, Washington, D. C.

Edwin W. Breed—named general sales manager, Northeast Airlines, Boston; **Miss Marie Gallagher**—district sales manager for Boston and Southern New England; **John M. McCloskey**—heads new Interline and International Sales Department.

Highway

Robert E. Short—promoted to sales promotion manager, Denver-Chicago Trucking Co., Denver; **Peter Tamburino**—district sales manager, New York City; **Roy J. Bartlett**—assistant director, Export-Import Department.

A. C. Untener—named director of industrial relations-Common Carrier Division, Ryder System, Inc., Miami.

Vance O. Cress—presented with North Carolina Driver of the Year Award. He is with Central Motor Lines, Inc., Charlotte.

Seward E. Biggs—new vice president-manufacturing, Highway Trailer Industries, New York.

Jay C. Thomassen—named to manage new North Bergen, N. J., Refrigerated Division terminal, Ringsby Truck Lines.

Dorman L. Dimmit—new manager, Chicago operation, Ringsby Truck Lines; **C. A. Millen**—Oakland terminal manager.

Lee Bernardi—appointed Chicago terminal manager, Midwest Freight Forwarding Co., Chicago.

Carl M. Wilson—appointed Kansas City terminal manager, Indianapolis-Kansas City Motor Express Co.

Charles D. Mathews—named vice president and general counsel, Red Ball Motor Freight, Inc., Dallas.

Ray Ramsey—named terminal manager, Topeka, Kan., Watson Transportation Co., Inc.

Max R. Jensen—made vice president-operations, Chicago Express.

Thomas A. Kole—promoted to director of sales and service, Spector Freight System, Inc., Chicago; **Henry Stevens**—director of merchandising; **Joseph A. Brown, Jr.**—special assistant to executive vice president. He will be in charge of claim prevention.

John P. McGrath—promoted to director of sales, Adley Express Co., New Haven, Conn.

W. W. Ferguson—named director of terminals, East Texas Motor Freight, Dallas.

Donald E. Ward—moves up as chief of newly organized department as claims prevention manager, Commercial Motor Freight, Inc., Cleveland; **Ralph J. Briggs**—Cincinnati branch manager.

Rail

Tom Pickett—named a vice presi-

dent, Association of American Railroads, Washington, D. C.

William Blaine Thompson, Jr.—new president, Florida East Coast Railway.

James F. Filgas—appointed senior traffic analyst, Louisville and Nashville Railroad.

Edward R. Ahlborn—promoted to freight sales manager, New York Central Railroad, New York.

Malcolm P. Richards—appointed vice president, purchases and stores, New York Central Railroad.

G. Allan MacNamara—elected chairman of the board, Soo Line Railroad Co., Minneapolis; **Leonard H. Murray**—president and chief executive officer; **Joseph D. Bond**—executive vice president; **Thomas M. Beckley**—secretary; **Oliver J. Anderson**—treasurer; **Ross L. Thorfinnson**—vice president, traffic.

Palmer Bayer—elected vice president and general manager, REA Leasing Corp., New York; **Warren L. Sernbetz**—vice president; **William B. Johnson**—president; **Robert A. Sauer**—controller; **M. S. Cogan**—treasurer; and **C. A. Brannan**—secretary.

R. R. Baker—appointed director of Pullman-Standard's new international sales department.

Water

Thomas E. Stakem—designated to serve as Chairman of the Federal Maritime Board, Washington, D. C.

Capt. Richard E. Pendleton—appointed chief of port operations, Philadelphia.

Materials Handling

James A. Mustard, Jr.—promoted to assistant to the vice president, The Electric Storage Battery Co.'s new Exide Industrial Marketing Division.

Paul R. Hartig—elected vice president and general manager, Yale Materials Handling Division, Philadelphia.

Robert E. Cagney—appointed manager of materials handling, American Pulley Co., Philadelphia.

George A. Jones—appointed vice president, The Colson Corp., Chicago.

F. Andrew Bell—promoted to vice president and general sales manager, Tier-Rack Corp.

Containerization/Packaging

Clyde S. Gischel—appointed to U. S. seminar team by Council for International Progress in Management, Inc., held recently in Brazil. He is vice president of marketing, The Stanley Works, New Britain, Conn.



This Could Be Your New Plant Site — thanks to Truck Transport!

You can locate your new plant literally anywhere today—anywhere there are roads—because trucks will provide you with fast, flexible transportation even in the most remote areas. What used to be considered exclusively farming land is now providing spacious, low-tax plant sites for manufacturers in all lines who are expanding, or who need relief from cramped or outmoded quarters—and trucks have made it possible! Truck transport has many advantages and the motor carriers in your community will be glad to show you how they'll benefit your company.

AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.

THE WHEELS THAT GO EVERYWHERE



CONTAINERIZATION...PACKAGING

Red Tape Cut for Importers As New On-Carrier Examinations By Customs Begin

A trial program of examination of containerized import cargo at oncarriers' premises and importer premises inspection of similar cargo to non-San Francisco points is meeting with success in the San Francisco-East Bay region.

Developed through the efforts of Collector of Customs Robert Higgins and Appraiser Ray M. Osborn in cooperation with the Marine Exchange, Inc.'s, Containerization Committee, the program is bringing the full benefits of containerization to the area. There is no special charge applied for examination on the premises of oncarriers.

Basically, the program allows for delivery of sealed containers directly from dock to oncarrier. There, those parcels designated for appraiser's examination are set aside in a secure place to await examination. The remainder of a shipment can be sent to inland consignees without delay. And examination packages will follow shortly.

Plans call for examinations to be made at least weekly and preferably more often. It will depend on volume and availability of personnel. Participation in the program is subject to the appraiser's approval.

The extension of importer premises inspection of cargo to non-San Francisco points applies only to containerized cargo. Requests for special permission for outside examination must state that cargo involved is containerized.

Examinations are permitted (within the personnel and load capacity of the appraiser's office) on the Peninsula, south to the San Jose industrial area, and east to Livermore. To use the system, the importer or his broker files a letter of application for outside examination. He indicates that the cargo is containerized.

The importer agrees to pay the pro rata cost of the examiner's mileage expense to handle the examination on importer's premises. Appraiser's parcels for examination will be indicated on the Summary Sheet of the Entry and Importer's Permit. After delivery of the containers to the importer by bonded draymen, the representative packages are withdrawn and set aside for examination.

Responsibility for acceptance of delivery and safe-keeping of parcels remains with the importer. His participation in the program can be cancelled at the appraiser's discretion.

After examination, the parcels can enter the regular flow of business. An equitable system of costs concerns mileage charges on a 10-cent-per-mile basis. Their allocation among users involves distance from the customhouse and other factors. Based on experience with similar examinations at outposts for machinery imports, an importer in San Carlos could expect an approximate charge of

\$3 for inspection. An importer in San Jose would pay \$5.

It is expected, however, that once the anticipated volume of use is reached and economies in scheduling, multiple stops, and familiarization of personnel with cargoes and locations is realized, cost per user should fall. As soon as volume develops as anticipated, it is expected that service will be available semi-weekly. Robert H. Langer is secretary of the Marine Exchange, Inc.'s, Containerization Committee.

The current program is a unique pilot operation in the region. While it has not been adopted elsewhere, the commissioner of customs in Washington, D. C., plans to describe its operation to other customs districts for their consideration.

The benefits are obvious, you can speed up the program's acceptance in your area by contacting your port officials.

Piggy-Back Via Passenger Train



A typical same-day less-than-21-hour New York to St. Louis passenger train run on the Pennsylvania Railroad recently inaugurated piggy-back shipments on passenger trains. REA Express piggy-back containers are side-loaded on compatible piggy-back rail car equipment and run between New York and St. Louis to and from Columbus, Dayton, Indianapolis, and Terre Haute. The system allows one-man handling of 2-ton capacity 4 x 8-ft Fruehauf magnesium containers. They move to and from four container racks cradled on an 85-ft General American Transportation piggy-back car. The car with a 70-ton capacity can carry 20 containers or mixed combinations of containers on racks, 20 and 40-ft containers, or truck trailers.

Chuting the News . . .

(Continued from Page 20)

News Briefs

Allis-Chalmers Engine-Material Handling Division has established a Philadelphia Retail Branch at Maple Shade, N. J. R. M. Scott, Jr., is the manager. A parts supply, service area, and display facilities are included.

"Spotlighting Transportation in the Empire State" will be the theme of the 1961 New York State Fair in Syracuse. Dates are Sept. 1-9.

Denver and Rio Grande Western Railroad has installed an electronic data processing system at its Denver headquarters. This equipment, made by Burroughs, will keep track of 50,000 freight and passenger cars moving over DRGW each month.

"Material Handling in the Brewery and Distribution Warehouse" will be the subject of a five-day course starting May 8. It is sponsored by the National Material Handling Center, Newport, R. I.

Seaboard & Western Airlines, Inc., and REA Express have signed an interline agreement that will speed the shipping of international air freight.

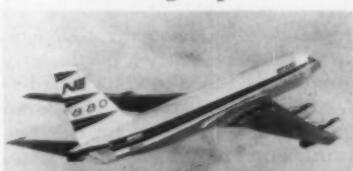
President Kennedy has designated May 19 as National Defense Transportation Day.

Lear, Inc., has established an annual award for the most significant achievement in the field of air traffic safety. It will be given to the person or organization making the most lasting contributions to air safety.

Piggy-back service connecting the Eau Claire-Chippewa Falls area of Wisconsin with points on the Soo Line Railroad started recently.

The Erie-Lackawanna Railroad has consolidated its rates and divisions department in offices at Pier 7, North River, New York.

Air Cargo Speeds



Flying at 89 per cent of the speed of sound is Northeast Airlines' new Convair 880. It cruises at 615 mph at 22,000 ft. On a four hour and 10 minute delivery flight from San Diego to Boston, an 880 broke the unofficial speed record. It has a cargo capacity of 863 cu ft.

McGrath Is Traffic League Pres.

Edward T. McGrath was elected president of the New Jersey Industrial Traffic League recently. He is traffic manager of Johnson and Johnson Co. Eugene R. Leach, traffic manager, Manhattan Shirt Co., was named vice president. Thomas F. Cleary, traffic manager, Fairmount Chemical Co., is treasurer.

—DA—

Confectioners Conference Meets

Meeting recently in New York, the Manufacturing Confectioners Traffic Conference elected E. H. Endroll, chairman. Endroll is traffic manager for Hollywood Candy Co. B. A. Carolan, tm, Henry Heide, Inc., is vice chairman, and Adele Konefal, tm, Frank H. Fleer Corp., is secretary-treasurer.

—DA—

Neb. Carriers Elect Abler

The Nebraska Motor Carriers' Association, Inc., elected Leonard Abler of Abler Transfer, Norfolk, Neb., president at the recent Annual Meeting in Omaha. Carl Schweitzer and State Senator Jack Romans were elected executive vice president and ATA delegate, respectively.

—DA—

Club Briefs

Charles H. Sturgeon, gtm of B. F. Goodrich Co., addressed a joint meeting of the Akron Traffic Club and the Akron Chapter of Delta Nu Alpha and stressed the responsibility of slashing costs.

The Members Fine Arts and Hobby show at the Traffic Club of New York, Inc., closed with a cocktail party and roast beef dinner party.

Denver Chapter 96, Delta Nu Alpha heard Neil J. Curry, president of the California Cartage Co. discuss the changing picture of transportation.

New president of the Miami (Ohio) Valley Traffic Club is L. E. Fulker son, Dayton manager, Helm's Express, Inc.

Saunders to Receive Medal For Transportation Work

Stuart T. Saunders, president and director of the Norfolk & Western Railway, will receive the Harry E. Salzberg Medal for 1961. He will deliver the 13th Annual Salzberg Lecture at Syracuse University, April 10.

The N&W president will speak on "The Nation's Railroads—Problems and Prospects."

—DA—

PI Sets Up 4 Regions

The Packaging Institute is establishing four operating regions for its activities. Areas have been designated as West Coast, Region 1; Midwest, Region 2; East, Region 3; and South, Region 4. Coordinators for the regions are C. Paul Bolton, head of package research, Carnation Research Laboratories; Carl B. Burnside, manager, Package Development Department, Eli Lilly & Co.; Thomas M. Glynn, vice president of manufacturing, John H. Breck, Inc.; and Thomas S. Lucas, Packaging and Standards Section, The Coca-Cola Co.

—DA—

WBMA Elects Miller President

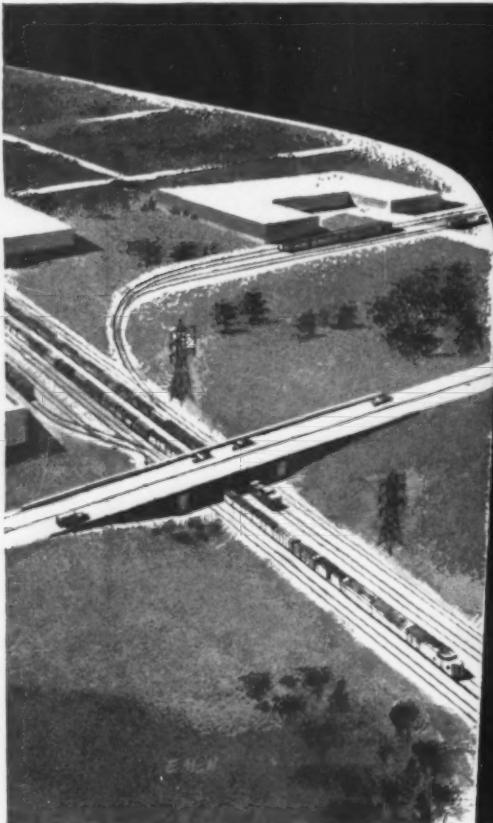
The Wirebound Box Manufacturers Association recently elected John R. Miller, Jr., T. R. Miller Mill Co., Brewton, Ala., president. J. D. Capps was elected executive vice president and secretary treasurer.

Last in Shipment Arrive



The last of 65 mechanically refrigerated Great Dane Trailers were received by Fruit Growers Express Co. The highway-type semi-trailers will be used in piggy-back service over Fruit Growers Express Co.'s contract railroads. The underneath-mounted, 7½-ton capacity refrigeration units are diesel powered. They maintain controlled temperatures between sub-zero and 70 deg

Shop 13 states in one visit at our plant-site idea-center!



Our 13-state aerial survey puts hundreds of sites in focus for you



A **UNIQUE** SERVICE DEVELOPED BY OUR
CREATIVE CREWS



It's better than piloting your own
whirlybird!

At our plant-site idea-center, you get a sharp, clear view of the choicest property in 13 states.* Plus the precise data you need. All because Milwaukee Road Creative Crews have for years been gathering files on a great many sites and tracts along our 10,500-mile system. Some sites are our own. Others are offered by communities and land-developers. But with every site we promote, you will get these *Big 10 Advantages*: 1) Zoning arranged for—industries welcome. 2) Utilities ready for hook-up. 3) Rail availability. 4) Highway access. 5) Favorable topography. 6) Adequate water resources. 7) Drainage provided for. 8) Civil engineering service (for quick estimates, track-

age, etc.). 9) Desirable population centers nearby. 10) Widest variety of choice property to consider.

Our Industrial and Real Estate Development Department recently set up a 150-acre district particularly well-suited to forest product and food product distribution at Franklin Park, a Chicago suburb. This is an example of the unique services provided by this one department which is authorized to purchase, sell, lease, develop and improve sites or tracts.

Write, visit, or call our idea-center to save miles of travel and hours of time. Write to: Mr. S. J. Cooley, Director, Industrial and Real Estate Development, The Milwaukee Road, 286 Union Station Bldg., Chicago 6, Illinois. Phone: CEntral 6-7600.



America's resourceful railroad

*Indiana, Illinois, Wisconsin, Michigan, Minnesota, Iowa, Missouri, Nebraska, South Dakota, North Dakota, Montana, Idaho and Washington.



The economics of export packaging

Insurance, transportation, and packing costs are closely related. Cutting one may result in increases in the others, erasing the saving

THE ESSENCE of any export or import program is the delivery of sound salable merchandise to the consignee at a practical and competitive price.

The economics of this program are based on three factors: Basic cost of the manufactured item; insurance costs; and transportation costs.

The shipper has little control over the basic manufactured costs. He does control insurance and transportation. These are expense items that he must keep at a minimum to be able to sell in a highly competitive market.

Insurance and transportation costs are highly related to each other. Frequently, poorly planned short cuts of one will increase the other. Conversely, practical applications of one will reduce the other.

A hidden factor closely allied to both insurance and transportation is the method of packing used to protect the item in transit. It is the loss prevention measure that can insure safe and sound delivery.

Export packing is an added expense that adds little, if anything to the value of the product it protects. Properly carried out, it protects these products against the normal hazards of transportation so that the goods are delivered in a sound salable condition.

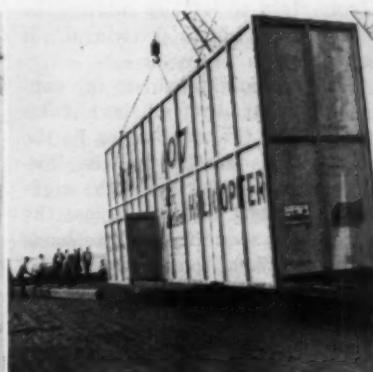
The underwriter is in a good position to tell when packing is not performing in a satisfactory manner. An analysis of the loss record is a tip-off as to when losses are excessive and loss prevention measures are necessary.

(Please Turn to Page 73)

By JOHN MOUNT, Manager,
Marine Service Department,
Insurance Co. of North America,
Philadelphia, Pa.

RIGHT—Longshoremen ignore picture of bottle and arrow. The result—damage

FAR RIGHT—Special reusable container is used to ship helicopter by ocean



Memo to ICC:

Now that you have
modernized . . .

This author finds too much talk about tariff reorganization and not enough planned action as the crux of the current tariff disaster

OF ALL THE problems facing the railroads today, none is more important than the pricing of their service. No longer can the railroads be hog-tied by unquestioning adherence to past precedents and sacrosanct rate structures.

Simplification

Tariff simplification is one great aspect of this broad problem. The Railroads' Tariff Research Group set up to work with the National Industrial Traffic League is pointed in the right direction. Unfortunately, it has not been supported by the sense of urgency, imagination, nor the concerted effort necessary to success.

Careful study of the human use of freight tariffs can produce far more efficient rate publications. If the tariff user sets down his rates as they are shown in the class tariff, he must work backwards (from right to left) in adding the increases. This is unnatural. It is inefficient.

Analysis might lead to the conclusion that the efficient form would have the rate tables in the class tariffs start with the lowest class and work up to the highest—from left to right across the page. The sequence of rate basis numbers from top to bottom of the page would remain unchanged.

This would effectively mesh the format of the rate tables with that of the increase tariffs. It would

certainly speed up rate checking. The same idea could be extended to the classifications and exceptions tariffs.

Existing complexities in tariffs are due to the multiplicity of the Interstate Commerce Commission's formal and informal ruling. They have not always been consistent. If the commission would establish procedure for review of its rate orders by practical rate and tariff men instead of by too many lawyers, immense improvements in tariff making would ensue.

Too Many Lawyers

There have been too many commission orders prepared by lawyers who appear to have no idea of the practical application of rates. Nor do they seem to know what happens to a tariff structure when such orders are translated into rates.

Progress has already arrived through elimination of state commission numbers from title pages. Why can't the ICC and state regulatory bodies refer to and file tariffs the way everyone else does—by tariff serial number? There is no real need for the stultifying repetition of ICC and CTC numbers.

Neither is there real need to constantly repeat the phrase "supplements thereto or successive issues thereof," as is done in countless other items. This is true especially in view of Item 20, a stand-

Following on the heels of the Landis and Doyle Reports comes this exclusive DISTRIBUTION AGE article by a service freight agent who has constructively tangled with the intricacies of freight tariffs. On these pages he points a know-

ard item promulgated by the RTRG.

It provides that reference to a tariff include supplements to and successive issues of the tariff. It would be a help if items were numbered to indicate in which section of the tariff they appear. Items in Section 1 could be numbered in the 1000 series, items in Section 2 in the 2000 series, etc.

Another much-needed improvement is reduction of effective supplements now outstanding to the limits outlined in the tariff circular. Excessive supplementation of tariffs—particularly the Docket 28300 exceptions tariffs—is a principal complaint of tariff users. This one action would go a long way in promoting efficiency in tariff use.

When it comes to tariff simplification, there has been too much talking. Anyone who has checked out mileage rates knows of the pressing need for publication of an authoritative tariff of uniform short line mileages. Trying to determine the short line railroad mileage between two interterritorial points is a slow, painstaking, and often tortuous process. And if any serious consideration has

streamline freight tariffs

ing finger at tariff weaknesses and advances some workable solutions.

"The overgrown monstrosity which is today's structure of rates cannot be permitted to proliferate unchecked. Rate

concepts and patterns of a monopolistic past no longer fill the present competitive realities."

"Can mule-team rate structures nurtured through sentimental attachments to outmoded rate making concepts be expected to

meet the needs of a space age?"

"In the final analysis, only when the Commission forgets its blind faith in traditional rate making formulas will the 70-year pursuit of simplification end."

By Michael Zarrilli

*Service Freight Agent,
Florida East Coast Railway*

been given to such a publication, it has escaped me.

Bear by the Tail

In tariff complexity, it seems, railroads and regulatory agencies alike have caught a bear by the tail and cannot let go. The inertia of habit and sheer magnitude of the task produces a lethargy hard to dispel. Have we come full circle? Are railroads so busy making already complicated tariffs more complex so that they have no time for real simplification? Change the rules to eliminate objectionable practices.

The biggest step forward that could be taken at the present time is elimination of the dual system of class rates. It is a Frankenstein which has bedeviled tariff users for over 10 years. With a comparatively small number of exceptions, ratings prolonging the life of the 30-year-old pre-28300 rates, the tail—so far as tariff simpli-

fication is concerned—is permitted to wag the dog.

Transportation statesmanship of a high order is required if this mess is ever to clear. The big question: Are shippers willing to accept the slight increases and decreases which cancellation of old exceptions will cause? Evidence shows the answer to be, regrettably, No.

The examiner's report in Docket 31703 sheds interesting light on failure to wipe out the dual class rate systems:

Defendants (A— and S— R.R., et al) . . . highlight these significant facts: 1. Commencing . . . May 30, 1952 . . . two years lapsed in which little or nothing was accomplished in adjusting . . . the situation . . . Defendants' . . . labors during this substantial period failed to bear fruition because of their own misinterpretation of the commission reports in Dockets 28310 and 28300. Two years lapsed before consultation was had with commission representatives in which defendants learned of their misinterpretation. 2. Subsequent to consultation with commission representatives, defendants' plan to cancel the out-

standing 1250 exceptions in eastern territory and substitute the nearest column docket 28300 class rate therefor was blocked by a "few" railroads and shippers in New England territory.

"Defendants then began the program of converting these exceptions ratings into a system of commodity rates, which program is still apparently in progress. 3. Four years after the commission's orders became effective in dockets 28300 and 28310, the defendants now state that they can and will complete revision of their total rate structures by May 30, 1957. (Emphasis supplied.)"

The "misinterpretation" mentioned was the railroads' mistaken belief that exceptions to the uniform classification were prohibited by the commission's order in Docket 28310. It is difficult to understand what led the railroads to believe that exceptions to the uniform classification were outlawed. It is even more difficult to understand why they let two years go by before checking with the commission.

Not until July 22, 1954, were additional percentage columns added
(Please Turn to Page 66)

Physical distribution budget

The second and concluding article by a general traffic manager writing on

TABLE A						
FREIGHT TO MANUFACTURER'S STOCK						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
TOTAL FREIGHT TO MANUFACTURER'S STOCK						
FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
All-Community Carload Rate From Manufacturer's Stock 7,000,000 lbs = \$12.26 Per cwt.						\$87,233
TOTAL FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
TOTAL FREIGHT CHARGES AFFACTED BY CLASSIFICATION						

TABLE B						
FREIGHT TO MANUFACTURER'S STOCK						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
TOTAL FREIGHT TO MANUFACTURER'S STOCK						
FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
All-Community Carload Rate From Manufacturer's Stock 7,000,000 lbs = \$12.26 Per cwt.						
TOTAL FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
Charges x Weight Shipped x 100 = Cost per cwt. \$87,233 x 100 = \$8,723						
TOTAL FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						

TABLE C						
FREIGHT TO MANUFACTURER'S STOCK						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
TOTAL FREIGHT TO MANUFACTURER'S STOCK						
FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
Local Freight in Chicago Local Freight to Cleveland Local Freight to Detroit Local Freight to New Jersey Local Freight in New York City Other Business Charge Shipments						
TOTAL FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
TOTAL COST PER CWT.						

TABLE D						
FREIGHT TO MANUFACTURER'S STOCK						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
TOTAL FREIGHT TO MANUFACTURER'S STOCK						
FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
Local Freight in Chicago Local Freight to Cleveland Local Freight to Detroit Local Freight to New Jersey Local Freight in New York City Other Business Charge Shipments						
TOTAL FREIGHT CHARGES UNFACTORED BY CLASSIFICATION						
TOTAL COST PER CWT.						

TABLE E						
FREIGHT TO MANUFACTURER'S STOCK - BUDGET VS. ACTUAL						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
DISTRIBUTION EXPENSES						
Shipping Department Expenses Shipping Department Expenses Trucking Department Expenses Local Delivery Transport Vehicles Local Delivery Transport Vehicles Property Insurance Expenses Workers Compensation Expenses Property Taxes Expenses Freight To Warehouses Expenses Freight To Warehouses Expenses Freight To Warehouses Expenses Allowances On Volume Shipments Expenses	Actual	Budget	Actual	Budget	Actual	Budget
	(Net 1,113,000)					
TOTAL DISTRIBUTION EXPENSES						
TOTAL SALES						
DISTRIBUTION AS % OF SALES	6.3%	6.3%	6.3%	6.3%	6.3%	6.3%
TOTAL WEIGHT TO CUSTOMERS	120,000,000 lbs					
DISTRIBUTION COST PER CWT.	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00

ASUMMING the use of the 10 factors discussed in last month's article, a company shipping to customers directly from its plants and through warehouses would be in a position to produce the basic expense data in Table A.

By Richard A. Stuart

*General Traffic Manager,
Whitehall Laboratories,
New York*

monthly basis by shipping points. It acts as a means of controlling current expenditures.

Sales could also be readily obtained. This information—along with figures showing the tonnage and cases shipped—is used, in conjunction with the sales forecast for the ensuing year, to obtain a physical distribution budget by product and size.

Forming the historical and statistical data essential to proper budgeting of future expenses, information of the type shown in Table A, should be gathered on a

comparisons may be made of costs between distribution areas or between a given area for one period compared to a similar period during the previous year. Or, equally important, an area's expenses may be related to its sales and/or tonnage. Comparisons can be made by month and cumulatively.

If the fiscal year is January 1 through December 31, the budget will have to be prepared before the entire previous year's experience can be developed. Consequently, expense figures could be used covering the 12 months ending September 30 as with the example in Table A. It is suggested that figures covering a full year be used to allow for seasonal trends.

And it should be the most recent 12 months' experience available. The information should be indicative of current freight and warehouse rates, distribution patterns, etc.

In Tables B and C, estimates have been made to obtain the amount of freight paid having a direct relationship to the classification of the products being shipped as opposed to charges paid where classification was of no concern. Some of the amounts listed, as with an all-community carload rate, can be calculated exactly by

TABLE A						
PHYSICAL DISTRIBUTION EXPENSES, SALES, TONNAGE AND CASES SHIPPED						
OCTOBER 1, 1958 - SEPTEMBER 30, 1959						
DISTRIBUTION EXPENSES						
Shipping Case Expense Shipping Department Expense 1 Traffic Department Expense Trucking Department Expense Property Insurance Expenses Workers Compensation Expenses Property Taxes Expenses Freight To Warehouses Expenses Freight To Warehouses Expenses Freight To Warehouses Expenses Allowances On Volume Shipments Expenses						
	\$ 100,000	\$ 125,000	\$ 200,000	\$ 150,000	\$ 100,000	\$ 100,000
TOTAL DISTRIBUTION EXPENSES						
	\$ 3,000,000					
TOTAL SALES						
	\$50,000,000					
WEIGHT TO CUSTOMERS						
	120,000,000 lbs					
CASES SHIPPED TO CUSTOMERS						
	5,000,000					

1. With property taxes broken out separately but including expense of finished goods storage. Cost of making stock transfers has been charged out to Warehouse Expenses.

2. Volume which moved with freight charges collect.

-Part II

budgets and their use

totaling the few bills involved. Others will have to be estimated.

This can be done by multiplying the weight shipped into a given area by an average rate (such as local cartage where the same rate might apply to all commodities). You can estimate by making a cross section analysis of a representative group of bills to estimate, for instance, how much is expended in making minimum charge shipments (other than in local cartage) where classification of the products is unrelated to the amount charged.

The weight shipped by classification can be readily calculated from a cumulative unit sales report covering the period being studied. If all tonnage shipped takes the same classification rating, it would not be necessary to follow this step at all. The total freight bill would simply be divided by the total weight shipped.

Assuming three classification ratings were involved (Class 55, 70, and 85) the computations shown in Tables B and C would be made. By following this procedure, accurate figures may be obtained. They will show how much freight is chargeable against each class.

It is important to do this for two reasons. The sales forecast for the ensuing year may call for a considerable change in the per cent of tonnage to be shipped under each classification (with the result that an average cost per lb regardless of class would distort the outcome). Also, the cost by class-

(Please Turn to Page 68)

The basis of this two-part series by Stuart, the first article appeared in March, was a speech which he presented recently before the Drug and Toilet Preparation Traffic Conference.

TABLE B
Projected Sales Forecast and Distribution Budget by Product for the Year 1960

Product Identification Code	Freight Classification Platinum	Sales To the Business Billed	Sales To the Consumer Class	Pounds per Case	Sales Dollars	Cost of Marketing Commodities in Case	Shipping Charges per Case ¹	Total Shipping Charges per Case ²	Sales Units per Case ³	Sales Value per Case ⁴	Transporter Commission per Case ⁵	Warehouse Expenses per Case ⁶	Property Taxes per Case ⁷	Freight To Customer ⁸	Freight To Alliance ⁹	Freight To Customer ¹⁰	Total Distribution as % of Sales
55	70 ^a	85	1,200,000	10	3,000,000	50	5,000,000	5,000	1,000	5,000	5,000	2,000	7,000	5,000	5,000	5,000	3.10
55	70 ^b	85	1,000,000	10	2,500,000	50	3,000,000	3,000	600	3,000	3,000	1,200	3,000	2,000	3,000	3,000	3.09
55	70 ^c	85	1,000,000	10	2,500,000	50	3,000,000	3,000	600	3,000	3,000	1,200	3,000	2,000	3,000	3,000	3.07
55	70 ^d	85	2,000,000	10	5,000,000	50	7,000,000	7,000	1,400	7,000	7,000	2,800	10,000	8,000	8,000	8,000	3.06
60	70 ^e	70	2,000,000	10	5,000,000	50	10,000,000	10,000	2,000	10,000	10,000	2,000	12,000	10,000	10,000	10,000	3.05
65	70 ^f	70	1,200,000	2	3,000,000	10	5,000,000	5,000	1,000	5,000	5,000	1,000	6,000	5,000	5,000	5,000	2.93
65	70 ^g	70	1,200,000	2	3,000,000	10	5,000,000	5,000	1,000	5,000	5,000	1,000	6,000	5,000	5,000	5,000	2.92
65	70 ^h	70	200,000	1	500,000	23	1,000,000	1,000	200	500	500	200	1,000	500	500	500	2.83
65	70 ⁱ	70	200,000	1	500,000	23	1,000,000	1,000	200	500	500	200	1,000	500	500	500	2.83
75	70 ^j	70	2,000,000	10	5,000,000	50	10,000,000	10,000	2,000	10,000	10,000	2,000	12,000	10,000	10,000	10,000	3.02
Total																	

1. Estimates obtained from Purchasing Department.

2. \$75,000 + \$5,000,000 cases = \$0.05 per case.

3. \$10,000 + \$1,000 in many instances + \$100,000/200 lb = 100 = \$1,227 per case.

4. \$5,000 + \$100,000/200 lb = \$0.05 per dollar of sales (participating).

5. \$10,000 + \$100,000/200 lb = \$0.05 per dollar of sales (participating no change).

6. \$155,000 + \$5,000,000 cases = \$0.03 per case.

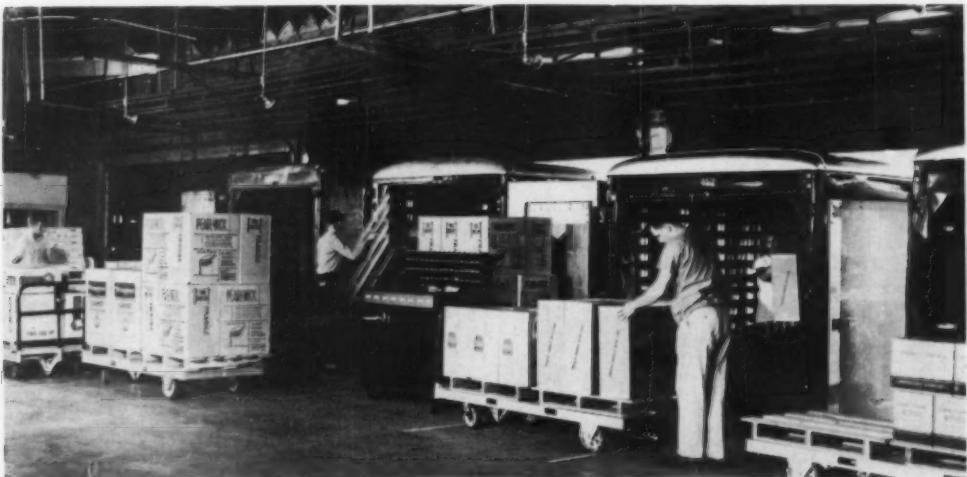
7. \$10,000 + \$50,000,000 = \$0.02 per dollar of sales (participating no change).

8. See Table A. Anticipating 20% increase effective April 1, 1960.

9. See Table B. Anticipating 20% increase effective April 1, 1960.

10. \$155,000 + \$50,000,000 = \$0.02 per dollar of sales (participating no change).

11. Freight charges collected from shipping point.



At the Receiving Department merchandise is manually palletized onto tow trucks

Distribution center steps up stamp redemption



By Ronald O. Watson
Manager, Los Angeles Distribution
Center, Sperry and Hutchinson

THE FLOW pattern at this distribution center calls for smooth handling of over 1000 "prize" items by fork-lift truck and dragline. A trading stamp company could find it difficult, but all shipments remain on schedule as more stamps get licked.

Here is what stimulates activity at Sperry and Hutchinson Co. distribution centers whether it happens in Philadelphia, Pa., or Richmond, Va. "I'll take one of those new automatic frying pans," says a lady confidently placing six stamp books on the counter. "I mean this model," she adds, pointing to a picture of the frying pan in the S and H catalog of more than 1000 items.

The frying pan is quickly obtained from the store's stock. After a few simple procedures, the lady departs—her confidence rewarded with the product of her choice. Into S and H distribution centers in Metuchen, N. J.; Atlanta, Ga.; Chicago; Lincoln, Neb.; San Francisco; Los Angeles; Portland, Ore.; Natick, Mass.; Fort Worth; and Cincinnati via truck and rail, pour millions of items each year. They come from more than 700 manufacturers.

Specially constructed to include the latest techniques in materials handling, all S and H distribution centers are designed so that each stamp collector gets what she wants when she wants it. The Los

Angeles distribution center is part of this theory.

It serves 51 redemption centers throughout Southern California, Arizona, and part of Nevada. Each redemption center is serviced through a distribution center at least once a week. For some of the larger redemption centers it is necessary to make two deliveries per week. The Los Angeles distribution center has a fleet of four tractors, eight 35-ft trailers, and a 40-ft trailer. In most instances the trailers must be filled completely to service the redemption centers.

Drivers usually service at least two centers a day. They load their trailers in the morning for afternoon deliveries. When the drivers

Fork trucks and dragline team up to make handling efficient as rush orders flow through this modern distribution center on their way to redemption centers



Vertical storage is accomplished up to 27 ft within 6-ft storage aisles by means of electric straddle-type fork-lift truck made by Raymond Corp. Driver lifts easily

When the fork-lift driver has tiered the pallet loads into pallet racks, he places the empty tow truck back on the tow conveyor. It may carry empty pallets back

return in the afternoon they prepare the following day's loads. Approximately 27,000 cartons are handled in the entire operation daily. S and H distribution centers receive approximately 80 per cent of their merchandise by rail. The remainder arrives by truck.

Complete Inventory

S and H tries to maintain a complete inventory of over 1500 items at its redemption centers. Nearly all of the centers succeed in maintaining an in-stock position of 98 per cent or better. Certain items may be redeemed by stamp savers in greater volume one week than during another.

To meet this problem any of the

redemption centers may place a special order if they are low in stock and cannot wait for the usual weekly shipment. The redemption center managers call the distribution centers and get delivery within 24 hours.

Providing sufficient space to handle this flexible distribution, planning the stock layout, materials handling equipment and flow to provide the greatest economy and service have always been major challenges to S and H. For this reason, more successful storage utilization has evolved over the years.

The first distribution center planned by the company had 8-ft wide storage aisles and a 14-ft

stacking height—the maximum which could be utilized by the electric straddle-type fork-lift trucks then made.

It was found through experience that the fork-lift trucks could be used in storage aisles down to a minimum width of 5½ ft. This takes into consideration the overhang of pallets and merchandise into the storage aisle. Electric fork-lift trucks continue to develop so that they now enable storage to a maximum height of 27 ft.

This has given S and H a tremendous increase in storage per square foot and saved hundreds of thousands of dollars in additional building costs which would have

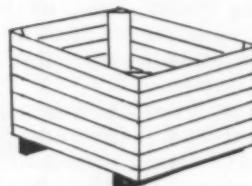
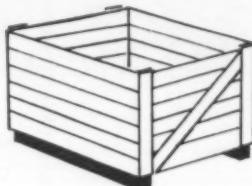
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Major horizontal movement within the distribution center is handled by a dragline beneath the surface of the floor. An electrically-powered endless chain tows the four-wheel truck along through the center

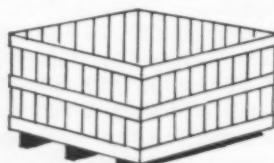


Bin Boxes . . . new boost for



Corners carry the load in these two boxes. Top one features vertical cleats. Bottom one uses inside posts

Bin box below, in contrast to those above, distributes its load bearing



SOME shippers are looking forward to a day when common carriers will supply them with a wide range of reusable containers that can be detached from the vehicle and interchanged among the various forms of carriage.

Many others, instead of waiting, are purchasing their own containers and taking advantage of mechanized handling and interchange right now. One con-

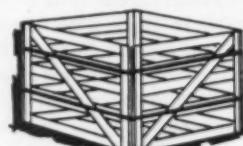
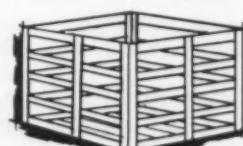
Expendable and non-collapsible bin box pays its way in one shipment

tainer receiving increased attention is the bin box. It is manufactured in a wide variety of designs to meet many distribution and production applications.

The bin box brings fork truck handling to many products which cannot be palletized easily. These are products such as flowable dry materials, agricultural products, and machine parts.

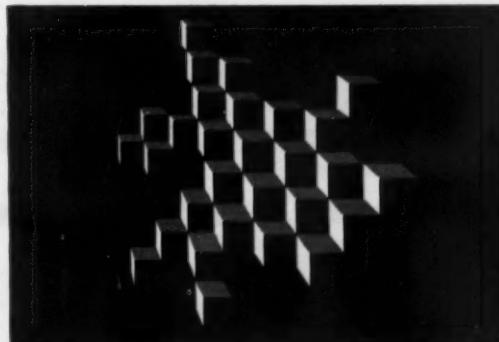
Carriers, recognizing the advantages of mechanized loading

Expendable and collapsible bin box will store flat until ready for use



bulk handling

Bin Boxes bring the advantages of mechanized handling and palletized shipments to many companies whose products will not palletize



Illustrations for this article and cover design are courtesy of the National Wooden Box Assn.

and unloading, have in many instances made rate concessions for containerized products. Net weight billing is provided outbound with a reduced rate on empty return.

Design

Receiving maximum performance is dependent on selecting the right design. Many factors must be considered. In five broad classifications they are: Maximum weight, nature of materials to be handled, conditions of use, type of construction, and lumber available.

Maximum weight—When all conditions are ideal, the most economical unit for mechanized handling is the heaviest load which can be accommodated by the handling equipment. Lifting equipment is not the other thing to consider. With some products, the capacity of dumpers or conveyors may be important. Equipment maneuverability and maximum floor loadings must be considered in determining maximum weight.

Nature of materials to be handled—Volume is determined largely by the specific gravity of

the material under consideration. Dimensions must be selected which will allow the optimum weight to occupy all of the volume of the bin box. This will reduce the loss of space in storage areas and vehicles.

The type of load is an important consideration in deciding on construction details. A loose, flowing load will exert much greater pressures on the ends and sides than a self-supporting load will. This is particularly true where vibration imposed by long hauls will settle the material. Structural members must be designed to carry these heavy pressures.

If the product damages easily, depth selection is important. Excessive pressures cannot be permitted to develop at the bottom of loads of fruits and vegetables. The same is true of many manufactured parts. The effect of excessive loading depths will be multiplied many times if the loaded bin box is to be subjected to severe handling conditions.

Conditions of use—The type of materials handling equipment to be used will influence the contain-

er's design. Most applications will require a skid or pallet base. However, some users will have only overhead handling equipment. For them a palletless base could be of greatest advantage.

Stacking heights and resultant pressures to be imposed on the bin boxes in storage must be recognized in the design stage. Tremendous loads can be placed on the lower units if full advantage is to be taken of air rights. Proper corner design is needed for strength.

Dimensions also are important in attaining utilization of space in warehouses and vehicles. The need for adequate operational clearance also must be recognized. Allow for such clearances as doorways, aisles, and vehicle bulkheads.

The loading and handling of containers on rough ground can impose a serious problem. When loaded on other than a level surface, racking forces result. Unless these are considered in the designing stage, damage may result.

Type of construction—Depending upon the particular case, it may be advisable to use a box that knocks down for storage or is expendable. Box manufacturers frequently advise customers when these special types of containers are most advantageous.

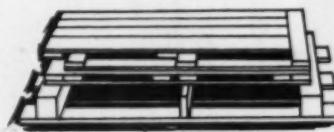
Lumber—The kind of lumber to be used will greatly influence the design of your container. Hardwoods permit thinner construc-

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Reusable and non-collapsible box has a durable, repairable construction



Reusable and collapsible box can be shipped back and stored in less space



Foods flee freezer in bulk package

A wirebound box which is easily assembled and taken apart is cutting costs in the long haul from quick freeze to repackaging and supermarket

ABULK container for handling, storing, and shipping frozen foods that results in substantial cost reductions over 50-lb multiwall bags and other large bulk containers is being used by a food freezer. Several thousand of these 22.6 bushel containers are now being used by Seabrook Farms Co. with good results. Key to both the savings and versatility (reusable, high stacking, four-way pallet base) of the new package is its unusual design.

A mass-produced wirebound wooden blank forms the four sides and serves most functions of a pallet, allowing the use of an in-

expensive bottom and low cost 125-lb test corrugated lining. Contents are kept free of contamination inside a large polyethylene bag.

Binding Wires

The wooden members of the blank are reinforced by five 12-gage steel binding wires. These wires add to the strength of the structure (it deflects .27 in under an 8750-lb load) and facilitate fast assembly. The bottom row of horizontal wooden cleats on the blank supports the slatted wooden base and provides four-way entry. Tare weight of the package is 55 lb.

The 37½ in. x 31¼ in. x 42½ in. deep inside dimensions (28.2 cu ft) were required to fit Seabrook's truck and rail shipments (three wide and two high), and warehouse space (five high). The 1000-lb. maximum capacity was desired since Seabrook's repackaging line moved 6000 lb per hour. Even where only 20 per cent of an item was called for in a mix (such as in mixed vegetables), the bulk pack could be emptied in less than an hour with no danger of defrosting.

New reusable wirebound bulk containers move frozen vegetables between Seabrook's facilities in Idaho, California, and New Jersey. The same containers store different frozen commodities in warehouses owned or leased by Seabrook throughout the country. Idaho peas in these containers are now stored in Kansas City enroute to New Jersey. The containers serve in repackaging operations and for bulk shipments directly to large users.

Seabrook calculates the new wirebound corrugated bulk containers will save them \$19,000 net the first year (after spending \$10,000 for new mixing and dumping equipment). The savings breakdown follows.

Package Costs for 10 Million lb Bulked		
A. 50-lb multiwall bag, 200,000 bags	\$27,000	
7500 pallets (reuse of 20 per cent)	12,000	
Labor to handle, store, and use in reprocess, .205 per cwt.	20,500	
1.7 per cent greater shrinkage and handling damage costs at \$.15 per lb.	25,500	

Total costs using 50-lb multiwall bags		
	\$85,000	
B. 1000-lb wirebound bulk containers including corrugated liners, 8000 (planning on reuse of 20 per cent each year)	\$41,700	
10,000 polyethylene bags	5,000	
Labor to handle, store, and use in reprocess, .093 per cwt.	9,300	
Total cost using wirebound bulk container	\$56,000	
Resultant gross savings, first year	\$29,000	
Cost of mixing and dumping equipment	10,000	
Net savings, first year	\$19,000	

Second Year Costs of 50 lb Multiwall Bags

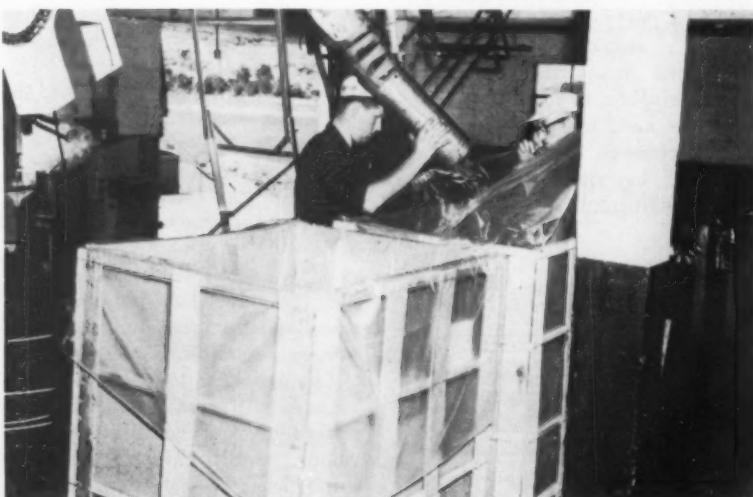
200,000 new bags	\$27,000
750 pallets (1/10 replacement)	1,200
Labor	20,500
Shrinkage and damage costs	25,500
Total Second Year Cost	\$74,200

Second Year Costs of Wirebounds

1600 wirebounds (1/5 replacement)	\$ 8,340
10,000 polyethylene bags	5,000
Labor	9,300
Total Second Year Cost	\$22,640

Resultant gross savings, second year and thereafter	\$51,560 per year
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(Please Turn to Page 103)



By Vern I. McCarthy, Jr.

President, Vulcan Containers, Inc.
Bellwood, Ill.



ONE of the most important trends afoot in the steel container industry is the move to decentralized container production and local warehouse facilities.

This trend means that many of the problems customers have experienced in obtaining containers during a steel strike or other disasters will be eased. It means that regardless of where your plant is there will be a steel container plant or warehouse nearby. Your delivery and production schedules will suffer less.

This trend will mean a savings to many who have paid a freight premium on delivery of containers from a distant source. It means significant savings in inventory costs and warehousing operations. When this flexible system of container manufacture and warehousing is in full effect, I predict you will realize a host of other important gains.

Under this trend, national container companies will allow their various local plants and warehouses to operate as their customers' needs dictate in matters of distribution, purchasing, service or delivery, and meeting local problems. Thus, in an emergency, each plant has multiple sources for steel and other components. Finally, it can fall back on other plants all over the country in fulfilling obligations.

With this new freedom, the local container supplier is able to make decisions affecting his customers' needs immediately—without applying to the home office for permission.

He is able to make decisions on orders, routing, style changes, items to be stored, and dozens of other matters. For instance, because of his warehousing limitations and production schedules, a container user might want to arrange "open" or "blanket" orders with his supplier. Under this arrangement, he might want to place an order for a year's supply of pails or drums. The shipment

Steel containers: a progress report

In an industry which appears to casual observers to change slowly, improvement in container design and service to customers are moving at top speed

quantity can be decided as the need arises. To conserve scarce warehouse space, he might want deliveries monthly or even weekly.

The container manufacturer, under the new concept could make the necessary arrangements in a matter of hours. The user benefits the most—in savings in warehouse space, inventory, and container cost. The user plans his marketing programs without concern for many of the packaging problems that may plague you today.

In addition, this system retains the benefits of "personalized" service. These are the benefits inherent in dealing with a local business ready to help solve special problems. These benefits can be augmented by all the advantages of a multi-plant operation.

As an example, "personalized" service could mean that your container manufacturer can deliver your 1000 pail order within 48 hours. There would be no need to schedule your order into his vast backlog. You would get personal attention regardless of the size of your order. Your pail supplier

would have adequate warehouse stocks of popular size containers to supply all of the order immediately.

This trend will be as important in the future as the standardization of container capacities and dimensions has been over the past ten years. We have come to accept this standardization without much thought. But the importance of it was brought home to me on a past trip to Europe when I observed the steel containers used by paint manufacturers there. Hundreds of sizes and shapes are used by manufacturers, principally as a means of corporate identification. I am unable to estimate the cost to these manufacturers of the multiplicity of their packages, but I'll wager it is considerably more than the average 10-15 per cent it costs to package oil products in this country.

In addition to the vendor-supplier relationship as I see it today, I've been asked to comment briefly on other trends in the steel pail and drum industry.

Another important trend is the increasing emphasis on the technical demands of containers. This is being met by sales staffs trained

(Please Turn to Page 76)

EDITOR'S NOTE: Mr. McCarthy presented this progress report at the recent Annual Meeting of the Independent Oil Compounds Association, in Highland Park, Ill.



This long sprawling building is United Warehouse in Wichita, Kansas. Motorola radio is used to dispatch lift truck through 118,000 sq ft



Operator at regular base station of the two-way system. Unit plugs into AC outlet for contact

Transistors speed fork lift

By M. E. Cowl
General Manager
United Warehouse Co., Inc.
Wichita, Kansas

Transistors are the smallest part of these mobile two-way radios which have made inter-lift truck communications possible throughout this warehouse

IT WAS A chance happening when this merchandise warehouse decided to install a two-way radio system. It was shortly after a completely new type of industrial radio-telephone became available. And the timing was excellent.

United Warehouse Co., Inc., had been somewhat worried about the space and battery drain problems a two-way radio system could engender on its small lift trucks when we first started to investigate the possibility of installing a two-way radio.

But when we checked into the two-way radio system we now have, we knew that we could forget those problems. As one of the first companies in the country to use this new radiophone, we naturally were also among the first to experience radio equipment designed specifically for materials handling vehicles.

What makes these radiophones so compact is the extensive use of transistors. The radiophones are so comparatively small, in fact, that we have mounted some of our units on the back of the fork-lift truck seats. There, they look somewhat like first-aid kits and require no more room per truck.

There are no battery drain problems whatsoever since the new radiophones use negligible amounts of power. Nor was there any need to install special heavy-duty generators on our vehicles.

A good illustration of this low current drain was shown recently when one of the men left his radio turned on over the weekend. Normally, this could kill a battery, but when Monday morning arrived the starter kicked over with as much vigor as usual.

United Warehouse, one of Kansas' larger merchandise storage firms, is a one-floor, 118,000 sq ft

building. We have five fork-lift trucks to handle our clients' merchandise in and out of the building. One of the trucks works entirely in an area near the office unloading incoming railroad cars. The others roam the 811-ft long warehouse.

Dispatcher

We have built up a reputation for prompt dock service. To maintain our reputation, we were on the verge of buying an additional fork-lift truck. But instead we decided to put in a dispatcher two-way radio system.

With it, we feel we can accomplish the same results through increased efficiency and productivity without the cost of another fork-lift truck operator. We installed radio on the four roaming fork-lift trucks and also at a base station near the superintendent's office. The base station, an AC



Driver makes a fast check with the office when order troubles crop up

pickups

utility model dispatcher radio, is about the size of a set of encyclopedias.

The base station and mobile units are serviced by the local manufacturer's service station.

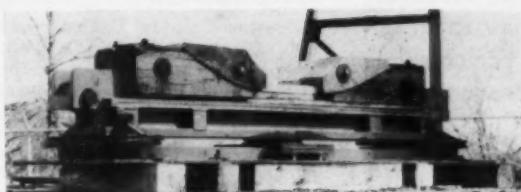
The system increases our efficiency by cutting to a minimum the number of empty runs made from one end of the warehouse to the other. After taking a load to a storage area in the far end of the building, the operator simply calls in to the dispatcher and asks if there is anything else that has to be brought back.

Also, if there is any difficulty in locating items called for on an order, the operator radios for a check in the perpetual inventory file to see if there is enough stock. Formerly he had to make a run on his truck to the office for the check or else spend time hunting.

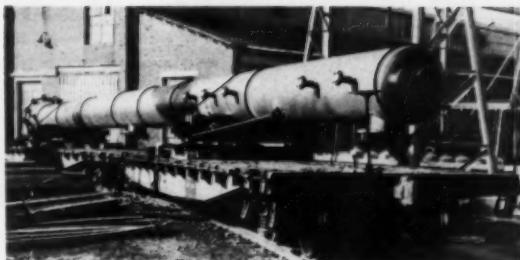
While standard mobile radios are often used on lift trucks, we are very pleased that we decided to buy at the opportune time to obtain equipment especially designed for materials handling use.

Just as better results are felt in materials handling activity if the vehicle used is built for the job, so also, we feel more profit will be realized from a radio system if it is designed and manufactured for a particular use. •

All-steel bolsters cut rail shipping costs



Bolster mounted on flatcar ready for loading. Note timber inserts custom-cut to suit the shipment



Column 3 ft x 104 ft is shipped on two 60-ft flatcars. It weighs 15 tons. Note the brace rod fastening

SHIPPING large columns, towers and "crackers" for the chemical and petroleum industries nation-wide by rail proves no problem for the Downingtown Iron Works, Inc. This steel plate and code vessel fabricator uses welded steel bolsters for efficient, economical handling.

Two or three flatcars are required for transit. Ends of the big shipments are mounted in swivel bolsters to facilitate moving around track curves. These supports were previously custom-built for each shipment. Considerable time was spent making these saddles. Welded steel bolsters save this repeated labor cost.

Each bolster consists of an upper and lower section—each a one-piece weldment. Pivoting on a 3½-in. diameter center pin, the outboard ends are supported and move easily on heavily-greased plates. One bolster has

a fixed socket for the pin. The pin on the other rides in a slot to allow for coupler take-up between cars. Each support is 38 in. wide x 114 in. long. It weighs approximately 4000 lb. With these supports securely fastened to the flatcar floors, steel bracing rods from the vessel to the bolster complete the loading job. Custom-cut wood chocks are sized to nest the body of the unit. In welded letters on each bolster are the words "Return to Downingtown Iron Works, Inc., Downingtown, Penna."

In practically every instance, cost to return the steel bolsters—based on LCL freight shipment—is considerably less than building timber ones to be discarded. However, for extremely long shipments, costs for both methods of loading are carefully checked before a decision is made. •

NEW PRODUCTS

THIS IS the key to DISTRIBUTION AGE's new rapid service for readers. For complete details on these products write to the

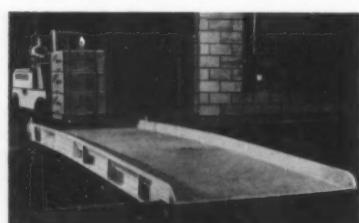
**EDITOR, DISTRIBUTION AGE,
56th and Chestnut Sts.,
Philadelphia 39, Pa.**

on your company letterhead.
BE SURE TO SHOW the . . .

**TITLE of the item
and the product NUMBER.**

Industrial Bridges

A new series of industrial bridges for spanning depressed rail spurs in plants and warehouses has been announced by Magline, Inc. They are constructed of magnesium. Capacities range up to 16,000 lb. Lengths range from 10 to 24 ft. Features include safety curbs, flared curb ends for wide-angle turns, and beveled edges for smooth, bump-free access.



Write to the editor for more complete information. Ask for C34.

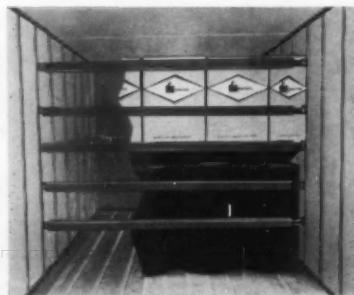
Lift Truck Attachment

Cascade Manufacturing Co. has added three cotton clamps to its line of hydraulic lift truck attachments. Maximum openings range from 67½ in. to 90 in. The clamps fit 2000 to 5000-lb capacity lift trucks. Among the new features are nylon bushed arm carriers which eliminate the need for field lubrication. Faster arm action is provided through high volume oil supply and cylinders and check valves of special design.

More information can be obtained through the editor. Ask for C41.

Freight Bracing Equipment

Sparton Railway Equipment, Division of Sparton Corp., has developed a line of freight bracing equipment to help eliminate damage to goods in transit in truck trailers. Three distinct systems are offered. Aluminum belt rails which can be secured to the sideposts of a truck trailer, a built-in aluminum system in which belt rails

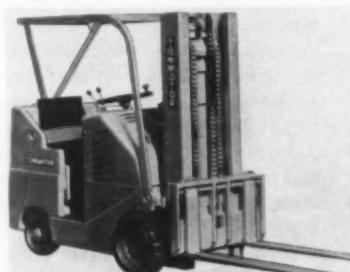


replace regular side posts to become dual-purpose posts and, a steel system in which steel belt rails are used when weight is not a critical factor. Since the use of this equipment reduces damage, the shipper benefits by having more salable merchandise delivered at the destination point.

Get more details on this equipment by writing to the editor. Ask for E3.

Triple-Mast Fork Lifts

One fork lift truck can serve as a vehicle loader or a stacker when equipped with Towmotor's new triple mast. The overall lowered height



is 71 in. Its high stacking height is 144 in. The new mast is available on 13 different Towmotor models including the Model 440 (shown).

For complete information write to the editor, requesting C8.

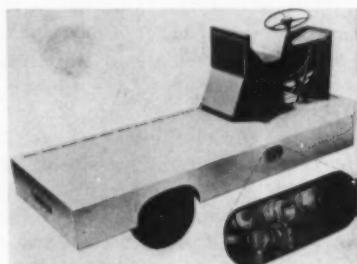
Defrosting Heaters

A molded rubber boot has been developed by General Electric to permit the use of Calrod heaters for refrigeration defrosting. It operates from -40 to 185 deg F, protecting the heater terminal connections from frost or moisture accumulation. The rubber boot is free of taste or odor. It is oil resistant.

For details write to the editor. Ask for information on C39.

LP Platform Truck

The Prime-Mover Co. is manufacturing a new platform truck which burns LP gas. Its 18 hp Wisconsin engine is specially equipped for LP operation. The fuel tank is equipped with a solenoid safety valve which



shuts off if the engine stalls. An excess flow check valve stops the fuel flow if a fuel line breaks. The truck has a 4000-lb capacity. It features a hydraulic torque converter drive.

For details on this valuable in-plant materials handling aid, write to the editor. Ask for C21.

Film for Shippers

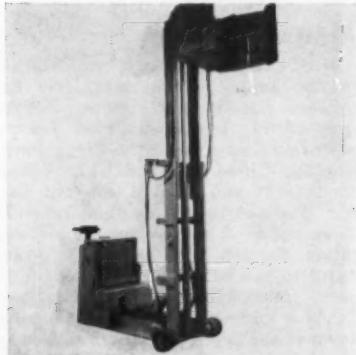
A low-cost vinyl film by The Goodyear Tire & Rubber Co. will convert trucks, rail cars, or ship's holds into sanitary containers for liquids or foods. The raw material from which the film is manufactured is said to meet the standards set by the Food and Drug Administration. The film also can be used as a cover for outside bulk storage of wheat or fruit.

Write to the editor for more information. Ask for C40.

and EQUIPMENT

Paper Roll Clamp

A high-stacking counterbalanced lift equipped with a revolving paper roll clamp enables the operator to break out tightly stacked vertical rolls from rail cars, trucks, and ware-

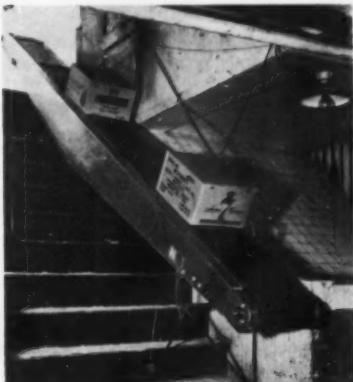


house storage. It is made by Lewis-Shepard Products, Inc. Clamps and rotator combined to make this unit a complete paper handling system.

For additional details, write to the editor. Ask for C31.

Interfloor Conveyor

Case goods can be moved easily from floor-to-floor with a portable belt conveyor made by the Versa Corp. It works efficiently over stair-

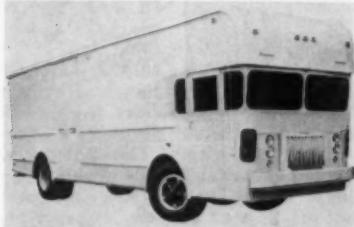


ways or as a portable unit. Made of aluminum, it comes in 9, 11, 13, and 15-ft lengths.

For additional information, write to the editor, asking for C5.

Double Side-Door Van

A new series of space vans for forward control chassis has been announced by Theurer Company. Designed from the chassis up with no wasted space, the van has a cube of approximately 1400 ft. The roof and outside panels are covered with lightweight, heavy-duty aluminum, the side posts and cross bars are of high strength steel. The roof is reinforced with tempered board and the



interior sides, reinforced with steel integrated tie rods, are lined with heavy duty plywood. The composite floor is smooth yet durable. The van is fitted with full rear doors and big double side doors. An aluminum tailgate is standard equipment.

For additional details write to the editor. Ask for E13.

Electric Fork Truck

Mercury Manufacturing Co., subsidiary of Pettibone Mulliken Corp. announces a new series of stand-up, center control battery electric fork trucks. Capacities are 2000, 2500, and 3000 lb at 24 in. load center. All three models feature a choice of standard

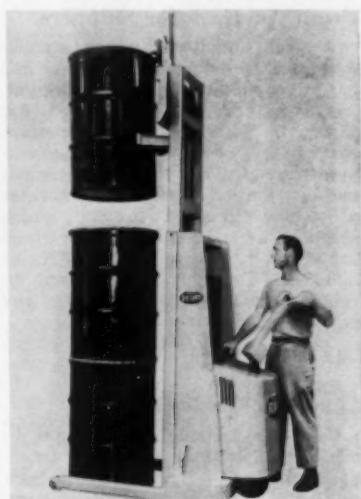


or full free lift mast, two separate braking systems and controlled castor wide tread steering axle.

For complete information write to the editor on your company's letterhead. Ask for E8.

Drum Handling Equipment

Crown Controls Co., Inc., has recently added drum handling equipment to its fork truck line. Model WT-90 (shown) is rated at 1000 lb capacity. It features a 90-in. lifting height and 50-in. free lift for



stacking drums three high. The attachments are adaptable to all straddle-type Crown fork trucks.

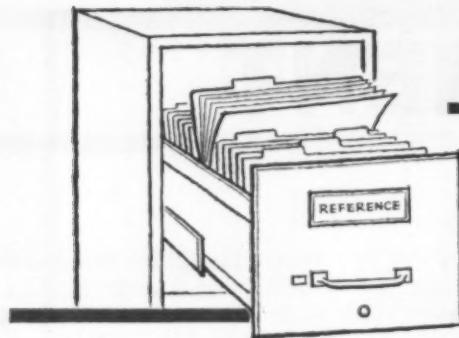
Write for more information on this solution to the drum-handling problem. Ask the editor for C25.

Pocket Radio

Globe Electronics, A Division of Textron Electronics, is offering a miniature radio 1 1/8" x 2 3/8" x 6 1/4" in. which broadcasts and receives at distances up to one mile in the Citizens Broadcast Band. No license is required to operate it. The transistorized pocketphone is portable with built-in battery that may be recharged and will last up to one year without replacement. Microphone and speaker are built in and a retractable antenna may be extended for broadcasting.

For complete information write to the editor on your company's letterhead. Ask for E1.

DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

Profit Analyzer for Shippers

A profit analyzer, which enables a shipper to determine if profits will be increased by using air freight, has been developed by United Air Lines. It is based on the concept that air shipment may, for some companies, reduce the total procurement and distribution costs. It incorporates a simple "rule of thumb" which shows at a glance if air freight would prove profitable in any particular case. An analyzer will be sent to you if you write to the editor and request E24.

Container Catalog Offered

Container Leasing Corp., rental division of Container Transport International, Inc., has published a new catalog of for-lease units. Aluminum, steel, and wood-steel combination containers are shown. Write to the editor for your copy. Specify item E25.

Pre-Engineered Buildings

An illustrated catalog of its complete line of pre-engineered metal buildings has been published by the Buildings Division of Parkersburg Rig and Reel Co. A unique illustrated table of contents identifies each type of building and gives its features and applications. Write to the editor asking for E-21.

Containerized Express

"New Transport Horizons," a folder on the new containerized service of REA Express is now available. Picture story shows loading of shipment in large container and transfer of these containers to a flatcar on a passenger train. For more information on what REA is doing to speed shipments write to the editor on your company letterhead. Ask for E15.

Pole-Building Booklet



Preserving Division. This bulletin describes expandable, flat-top pole buildings. These structures are engineered around 21 x 21 ft bays. Other types of pole buildings also are described. Write to the editor. Ask for E28.

Warehousemen interested in buildings designed for efficient materials handling will find helpful information in a bulletin from Koppers Company's Wood

Cargo Protection System

Load-Holder Cargo Stabilizing Devices, Inc., has combined a group of letters from users with application stories into a 40-page booklet that suggests many ways to cut damage. When writing to the editor, ask for item E23.

Reprints Available

DISTRIBUTION AGE still has a limited supply of reprints from its October and January issues. For a copy of the October Railroad Transportation Section with the Piggy-Back Routing Guide, ask for E17. Write for E18 if you want a copy of the Air Transportation Section reprint. Your copy of the Water Transportation Section will be sent if you write to the editor for E19. In January, DISTRIBUTION AGE published a company-by-company breakdown of the types of trailers railroads are supplying for Plan 2. Reprints of "A Closeup of Piggy-Back's Plan 2" are available by writing for E20.

Public Warehouse Brochure

Weicker Transfer and Storage Co. has published a folder featuring the company's new Denver, Col., warehouse. In addition to this 70,000 sq ft building, other facilities and services of this public warehouse company are described. For your copy, ask the editor for E22.

Integrated Transportation

The Freighauf-General American system of integrated transportation is described in a new booklet. Flatcar and trailer shipments of containers that can be loaded by fork truck or crane are discussed. The storage as well as the shipping function of containers is taken up. For details write to the editor. Ask for E16.

Truck Line's Equipment

Your shipments move in the right equipment as illustrated in a folder from Gordons Transports, Inc. Convera-Van trailers, mechanical refrigerated units, open top trailers, volume van trailers are used along with pickup trucks. For a closer look at this folder write to the editor. Ask for C49.

U.S. Exports by Air—March 1960

Destination	Value in Dollars	Shipping Weight in Pounds
NORTH AMERICA		
Canada, Newfoundland, Labrador	4,714,335	1,071,587
Mexico	2,223,793	655,754
Guatemala	994,668	460,479
British Honduras	32,076	20,378
El Salvador	827,795	460,183
Honduras	309,684	180,968
Nicaragua	406,927	260,828
Costa Rica	633,010	323,730
Republic of Panama	613,386	263,607
Canal Zone	73,657	31,585
Bermuda	721,152	157,627
Bahamas	433,269	419,357
Cuba	1,607,294	840,075
Jamaica	671,103	683,316
Haiti	189,702	147,816
Dominican Republic	285,684	177,475
Leeward, Windward Islands	43,718	28,577
Barbados	71,608	32,808
Trinidad, Tobago	173,825	96,687
Netherlands Antilles	36,611	127,756
French West Indies	55,888	29,019
SOUTH AMERICA		
Colombia	903,632	276,428
Venezuela	6,206,753	2,887,571
British Guyana	29,199	12,306
Surinam	42,094	16,113
French Guyana	38,516	7,288
Ecuador	130,814	60,956
Peru	285,601	98,466
Bolivia	111,765	34,400
Chile	740,206	97,373
Brazil	985,505	89,665
Paraguay	40,511	9,162
Uruguay	46,305	10,477
Argentina	139,349	131,482
EUROPE		
Iceland	23,065	6,654
Sweden	861,645	105,852
Norway	97,370	15,977
Denmark	288,335	27,943
United Kingdom	1,059,465	372,518
Ireland (Eire)	36,301	9,429
Netherlands	689,937	102,630
Belgium, Luxembourg	968,539	97,441
France	2,637,069	221,392
West Germany	3,114,798	451,453
Austria	105,280	30,687
Switzerland	2,130,266	99,611
Finland	59,439	11,574
Spain	225,911	26,654
Portugal	73,533	11,906
Italy	1,156,365	155,458
Greece	61,198	7,761
Turkey	143,133	9,924
All other Europe	43,999	9,720
ASIA		
Lebanon	49,345	7,115
Iraq	55,093	14,079
Iran	183,656	39,734
Israel	129,938	29,392
Kuwait	72,581	5,703
Saudi Arabia	104,566	27,824
Arabian Peninsula States	49,875	4,937
India	200,119	40,602
Pakistan	49,501	13,115
Burma	29,335	1,347
Thailand (Siam)	107,130	11,130
Colony of Singapore	82,710	6,551
Republic of Indonesia	46,116	4,391
Republic of Philippines	386,823	28,112
Republic of Korea	45,783	4,558
Hong Kong	400,246	28,546
Taiwan (Formosa)	59,940	5,297
Japan	1,590,266	132,387
Nansei, Nanpo Islands	63,287	4,283
All other Asia	77,139	11,225
AUSTRALIA AND OCEANIA		
Australia	625,624	92,366
New Zealand	53,692	8,210
All other Australia & Oceania	12,488	4,581
AFRICA		
Morocco	179,592	22,609
Algeria	139,730	35,715
Tunisia	31,366	5,181
Libya	135,601	21,497
Egypt	58,949	14,220
French West Africa	60,368	6,757
Angola	20,484	2,926
Belgium Congo	50,342	14,680
Union of South Africa	270,734	26,470
Rhodesia, Nyasaland	42,942	3,451
All other Africa	114,113	24,599
U. S. Imports by Air—March 1960		
Country of Origin	Value in Dollars	Shipping Weight in Pounds
NORTH AMERICA		
Canada, Newfoundland, Labrador	1,625,379	116,127
Mexico	887,580	496,538
Guatemala	213,202	229,131
British Honduras	39,953	50,062
El Salvador	554,907	650,300
Honduras	62,375	195,553
Nicaragua	231,873	819,652
Costa Rica	48,194	147,719
Republic of Panama	36,034	44,753
Bahamas	55,902	470,480
Cuba	413,643	812,648
Jamaica	109,611	138,270
Haiti	141,173	138,508
Dominican Republic	202,408	640,385
All other North America	14,152	7,869
SOUTH AMERICA		
Colombia	86,383	44,036
Venezuela	390,565	61,216
Ecuador	96,983	6,157
Peru	32,675	31,674
Bolivia	50,551	9,480
Brazil	311,361	26,395
Argentina	46,762	21,334
All other South America	31,743	23,218
EUROPE		
Sweden	791,470	47,590
Norway	1,253,856	18,834
Denmark	559,999	21,502
United Kingdom	7,028,109	804,497
Ireland (Eire)	55,277	12,407
Netherlands	1,598,711	97,350
Belgium and Luxembourg	240,051	37,826
France	4,944,164	650,213
West Germany	4,405,374	436,332
Austria	421,919	44,005
Czechoslovakia	51,733	5,468
Switzerland	6,272,093	175,609
Finland	242,502	2,514
Poland and Danzig	301,585	5,807
Union of Soviet Socialist Republics	26,789	1,163
Spain	138,681	20,174
Portugal	31,092	4,095
Italy	3,022,132	535,752
Greece	55,420	1,780
Romania	28,322	3,210
All other Europe	42,231	8,266
ASIA		
Iran (Persia)	45,019	601
Israel	159,936	19,479
Afghanistan	76,339	5,253
India	233,530	66,987
Thailand (Siam)	43,930	3,943
Federation of Malaya	52,180	881
Republic of Philippines	188,423	49,895
Hong Kong	217,097	24,699
Taiwan (Formosa)	21,405	977
Japan	3,202,994	188,572
All other Asia	49,545	3,731
AUSTRALIA AND OCEANIA		
Australia	117,963	8,482
All other Australia and Oceania	4,285	147
AFRICA		
Nigeria	20,080	22,851
Madeira Islands	20,223	1,630
Liberia	73,372	133
Ethiopia (Abyssinia)	22,944	291
Union of South Africa	218,386	5,978
All other Africa	19,890	2,299

Imports and exports get pie in sky



Technician completes spraying of urethane foam insulation in truck floor

Foam/a cool wrapper for

FROM THE motorized ice cream wagon wending its way through residential streets during hot summer months to refrigerated railroad cars, urethane foam insulation is being used to preserve perishables like a child's ice cream cone and the frozen truffles in the corner supermarket.

This foam called urethane is taking a more active role in the preservation, delivery, and storage of perishable foods at every marketing level.

"Urethane's greater insulation efficiency enables us to cut wall thickness by 50 per cent. It appreciably increases payload space while decreasing truck body weight," says J. Charles Peterson, an engineer at Johnson Truck Bodies, Rice Lake, Wis., builders of insulated refrigerated truck bodies for the dairy, meat packing, and frozen foods industries.

"Also, it does not have any seams or dead air spaces where moisture can collect. An integral, permanently-bonded part of the wall, foam increases the struc-

tural strength of the body," he said.

Space Saver

In certain applications, specific urethane foam characteristics become very important. It is estimated, for example, that an extra inch of thickness on all insulated surfaces could mean a loss of over 100 tons of cargo space on a large refrigerated ship. On the other hand, the lower density of rigid urethane foams helps reduce the weight of a 330 lb wooden food storage door to 109 lb.

Win Hickman, senior technician with Brown Trailer Division, Clark Equipment Co., Michigan City, Ind., finds that "the use of urethane foam as a refrigerator truck insulator has resulted in 100 cu ft of additional storage space for purchases of our equipment. Cube is very important in mobile equipment."

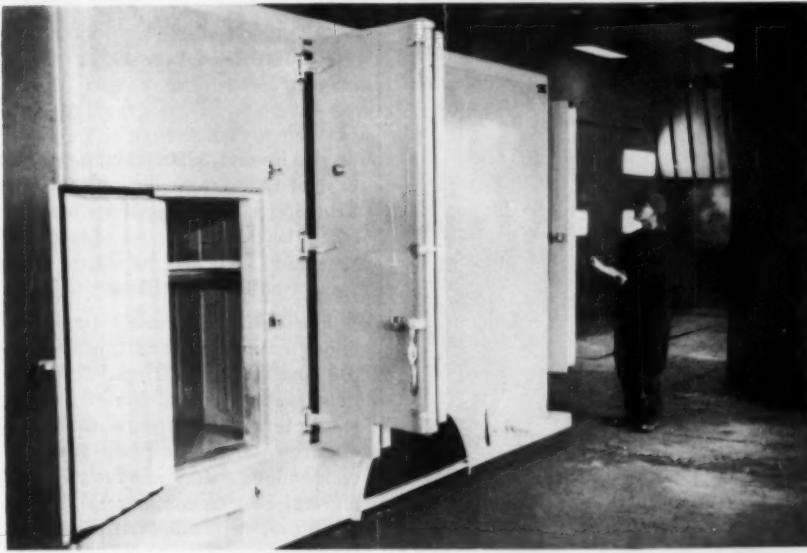
Johnson Truck Bodies also reports that in some insulating applications in extreme climates the use of urethane foam allows a reduction in insulating material of

from 4 to 10 in. This reduction on four walls, ceiling, and floor reportedly increases the payload space on some Johnson trucks up to 30 per cent and reduces the weight as much as 3000 lb. This brings truckers cost savings in bigger payloads and lower license fees.

In all of these cases, engineers credit urethane's low k factor (0.11-0.15), the rate of heat transmission through the insulant, as being responsible for reducing the amount of insulation material necessary to maintain given temperature ranges.

Water Penetration

Regardless of the application, moisture seeping into the insulant will make any material ineffectual. The Burlington Refrigerator Express Co., subsidiary of the Chicago, Burlington and Quincy R. R., realized this when building MNX 2389—an experimental mechanical refrigerator car. Company engineers discovered that fluorocarbon-blown urethane foam completely eliminates any



Last check of truck body includes look at refrigeration units, door fittings, and the interior racks before unit is passed from shop

The outside fiberglass shell, foamed-in-place urethane insulation, coated plywood covering shown here make rigid truck top

reefer shipments

moisture problems and can be made flame resistant.

Moisture-collecting cracks in an insulating material can be very costly in the refrigerated trucking industry.

According to Hickman, "a trucking firm can lose several valuable days' service while attempting to return its refrigerated trailer equipment to original operating efficiency after moisture has accumulated and frozen in the insulation voids.

"It usually is necessary to defrost the units, melt the accumulated ice, and allow the moisture to evaporate through the breathing passages of the insulation and trailer wall."

Although space-saving and moisture penetration characteristics are important qualifications, the ultimate test of any insulating material is its insulating efficiency. The Johnson company ran a series of tests to determine the thermal conductivity of urethane foam insulation under extreme conditions.

One test called for holding heat

lamps on the back wall of a truck body at 114 deg F for 4½ hours. At the start of the test, the inside floor temperature was -16 deg F. Inside wall temperature was 13 deg F. At the end of the 4½ hour test, with the unit's compressor turned off, the floor temperature was -14 deg F, the wall temperature was -11 deg F... a net loss 2 deg F. Then the heat was increased to 160 deg F for four hours.



At the end of that time, the floor temperature was -12 deg F and the wall temperature was 8 deg F—a net loss again of only 2 deg F and 3 deg F. Throughout the test the truck was loaded with ice cream, and the door was opened periodically to simulate normal route activity.

In another test with the body empty and with normal route door openings, Johnson ran an 18-hour

(Please Turn to Page 104)



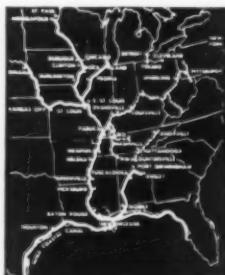
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342-3222

6103

Memo . . .

(Continued from Page 49)

to the Rocket 28300 tariffs to take care of the new exceptions ratings. The old exceptions ratings are still effective.

Time to Blend

The railroads surely have had enough time to blend the 30-year-old exceptions ratings into the new system of class rates. This rate clerk's nightmare has been endured since August, 1947, at tremendous administrative and clerical cost to commercial, industrial, and railroad tariff-using establishments.

Here is a situation which cries out for immediate relief. If publication of the domestic rate structures has been improved to some extent, improvement has still to be extended to export-import rates. They still follow the pre-28300 basis. Publication of the 28300 tariffs has resulted in some curious situations with regard to export and import rate structures.

Once an error creeps into a tariff it has a strange way of staying there through one reissue after another. The lack of a policing agency is a serious flaw in the present tariff simplification program. Changes made by the Tariff Research Group depart so radically from what tariff publishing agents have been doing the same way for so many years that it has proved difficult to eradicate the objectionable practices.

Although the new rules of the tariff makers' manual are supposed to be binding on the tariff makers, there seems to be little the RTRG can do to enforce its edicts. All tariffs should be issued by one publishing agency. This would produce uniformity in tariffs along with economy and simplicity.

Some day when the number of tariffs is cut we may reach that point. Until then, the railroads should establish a Task Force for the Review of Freight Tariffs. It should be endowed with resources to clean out all of the dead wood and get the tariffs in shape for reissue.

This agency would have power to make publishing agents bring their tariffs into line with new tariff rules. A crash program should begin on a one-time cost basis. The haphazard construction of today's rate structures and the generally incomprehensible condition of freight tariffs is the unavoidable result of charging what the traffic will bear. True tariff simplification can only be brought about by critical re-examination of the horse-and-buggy philosophy behind the rate structure.

We will have simple tariffs only when a simplified basis for rate making is established. And while the ICC Act gives carriers the right to initiate rates, the right of initiation is only a primary right. It is subject at all times to the duty of complying with orders and systems of rates prescribed by the commission. The Tariff Research Group and the railroads cannot lift the legal and administrative barriers.

That is up to Congress and the ICC. In the final analysis, only when the commission forgets its blind faith in traditional rate making formulas will the 70-year pursuit of simplification end. •

(Resume Reading on Page 50)

Aisle Width Reduced



A paint company has pulled in its belt to increase storage space. The Glidden Co. redesigned its Reading, Pa., warehouse around Towmotor's narrow aisle stack fork-lift. The aisles, once 9 ft 6 in., are 6 ft. The outrigger-equipped truck has a hydraulically operated front-end assembly with 180 deg pivot section that stacks 90 deg left and right. Two operators keep the trucks going 80 hours a week moving 8000 tons of palletized products a month.

Which National Lease plan fits your trucking needs?

LEASE A NEW CHEVROLET

or other fine truck and operate it as your own, with no investment, no upkeep, no headaches!

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THE ADD-A-TRUCK PLAN—As your business expands, don't use vital capital for more trucks, lease new ones as needed.

THE TRUCK RETIREMENT PLAN—As each truck in your fleet needs replacement, instead of buying a new one, lease it. In a few years all your vehicles are leased.

THE PILOT PLAN—Instead of switching from ownership to leasing in all locations, select one location (or division) for a "pilot" operation using full-service leased trucks, comparing costs and headaches with trucks which you still own and maintain.

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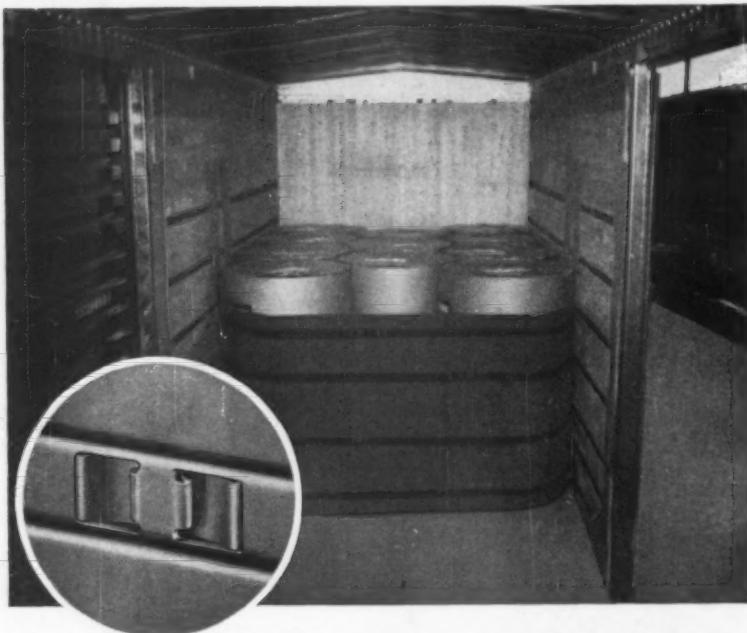


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Traffic Manager, Transportation Services,
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P.S.—Mr. Railroader, the above installation is one you can afford. "Safe-Cargo" anchoring systems have low initial cost, require no maintenance and are easy to install. "Praised by shippers . . . needed by railroads."

Write today for a free copy of the YOCAR "Railroads" folder on railroad products, components and car repairs.

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Youngstown Steel Car Corporation
NILES, OHIO

Physical . . .

(Continued from Page 51)

fication is important in budgeting distribution expenses by individual product.

The next step is to explode the sales forecast as shown in Table D. It will be necessary to obtain for each product size, the number of cases, the weight, and the value to be shipped. Special consideration should be given to any product that has a limited market as compared with the balance of the products. Otherwise, the assumption (as in the example set forth) is that all products are distributed uniformly throughout the area serviced by the manufacturer.

If one or more products (of any significance) do have a limited market, their distribution costs should be estimated separately by use of a cross-section analysis of the shipments made containing these products. Each factor of distribution expense would be reduced by the amounts applicable to the products having limited markets. Only the remaining balances of the expenses would be assessed (by cases, weight, or dollars) against the products having general distribution.

The figures in Table D are further based on the assumption that a sales forecast by product and by shipping point, was not available. Had figures been available by shipping point a separate Table D would be made up for each of them. Then a consolidated statement for all of the points combined would be made. In the example shown, it has been assumed that all products will be sold in relation to the way in which they were sold during the 12 months ending September 30, 1959.

The sales forecast in dozens incorporated in Table D does not include any free goods that might be given as bonuses. On the contrary, the cost of transporting such free goods should be budgeted separately since the merchandising division should be able to anticipate charges during the year.

Note in Table D the treatment of product codes 90 and 95. They are sold on a collect basis from point of shipment. A proportion-

ate assessment has been properly made to get these stocks to warehouses, but no charges against them are shown for shipments to customers.

The actual expenses for the base year taken from Table D are both incorporated in Table E for comparative purposes. If sales should greatly exceed the \$55,000,000 budgeted for the new year, the actual cost of distribution as a per cent of sales should decrease due to the fact that some expenses, such as that of the Traffic Department, are constant. Similarly, the percentage should increase if sales go much below the budget.

If the overall situation warrants it—because of a high or low sales trend—many managements will require the sales division to submit a revised forecast of sales during the year. When this occurs, a revised distribution budget should also be prepared. It should use as a base year the most current 12 consecutive months' costs that are available.

Many manufacturers budget ahead five to 10 years. This is significant from a distribution expense standpoint particularly when the future forecasts indicate that the mix of products tends toward a higher or lower classification, or a higher or lower value per lb. The same procedure as enumerated can be used to anticipate expenses several years ahead providing two things are available: Statistics covering a base year and sales forecasts for the ensuing years that are to be analyzed.

It is conceded that this method of arriving at distribution costs by product will not produce figures that are 100 per cent correct. It is also conceded that an army of accountants time-studying every labor operation and analyzing every invoice and freight bill could not come up with 100 per cent correct figures. Idiosyncrasies of products—which will be repacked most frequently, which are more apt to be included in shipments subject to volume discounts, etc.—are incalculable. But, the figures resulting from this sort of analysis may reliably form the basis for management decisions. •

(Resume Reading on Page 52)

APRIL 1961

"We keep our inventory in the air ...by using Delta Air Freight"

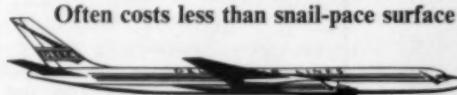


Scripto (Atlanta), world's largest producer of writing instruments, keeps inventories to a working minimum by air lifting merchandise via Delta Air Freight.

"A low inventory means more capital freed for productive work," reports Ramon Alvarez, Assistant Vice-Pres. and export manager. "That's why we use Delta Air Freight for fast, inexpensive shipments within the U.S.A., and to international airports for connection with overseas carriers. We use Air Freight on a regular basis to help us keep total distribution costs low."

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A NATIONWIDE ORGANIZATION

70

Distribution center . . .

(Continued from Page 53)

been required unless such space utilization techniques were available. Now, when planning a new distribution center, the materials handling layout is designed first. Then the building is planned to fit it. Column spacings and clear ceiling heights are planned so the layout may be changed to provide for expanded operations without loss of efficiency in the future.

This provides the utmost in flexibility. The Los Angeles distribution center with its 108,000 sq ft of storage area illustrates this flexibility.

The major horizontal movement within the Los Angeles distribution center is handled by means of a dragline beneath the surface of the concrete floor. It consists of an electrically powered endless chain to which four-wheel trucks, especially designed for S and H, are attached for all internal transportation purposes. Vertical storage is accomplished up to 27 ft in height within 6-ft storage aisles by

means of electric straddle-type fork-lift trucks.

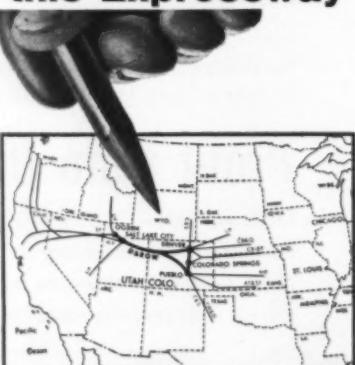
In those instances where the physical characteristics of the merchandise being stored permit maximum overhang of the merchandise on the pallet, the aisles are only 5 ft, 6 in. But the fork trucks still can operate efficiently. At S and H the lift trucks might more properly be called "roving elevators" since their main job is to tier the palletized merchandise in the steel pallet racks, the maximum travel distance from tow-conveyor to storage point being usually no more than 70 ft.

Beginning at the Receiving Department the merchandise is manually palletized directly onto tow trucks inside the railcars or trailers. These trucks hold a maximum of four pallet loads with two on the deck of the truck and stacked two high. The loaded tow trucks are then attached to the tow-conveyor to be delivered automatically to predesignated storage areas where they are detached and parked.

When the fork-lift operator has tiered the pallet loads into the pallet racks, he places the empty tow truck back on the tow-conveyor. Or he may choose to use the empty tow truck to dispatch one or more stacks of empty pallets which have accumulated from order filling back to the Receiving Department by means of tow-conveyor.

Empty tow trucks are also detached as needed by the order fillers. They are used for order filling of case-lot merchandise from the pit locations in the storage aisles. When the order filler completes a truck load, he dispatches it to the Shipping Department by tow-conveyor. Then he pulls another empty truck from the tow-conveyor line to continue his operation. Such loads of case-lot orders are detached at the Shipping Department and, after checking, are pushed directly into outbound trailers for "loading out" to the Redemptive Centers. The empty tow trucks are then placed back on the tow-conveyor system. They are

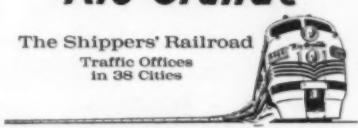
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Traffic Offices
in 38 Cities



either returned to the Receiving Department for immediate use or simply left on the tow-conveyor for reuse by the order fillers.

In most pallet rack storage aisles the pallet loads are lined-up on the floor and first bed of the racks in strict commodity number sequence for order filling purposes. To accomplish a near perfect space utilization, the pallet loads above the order filling pits are in controlled, but flexible, reserve storage arrangement for future replenishment of the order filling line-up. If the pallet loads or reserve storage are a certain distance from the order filling location, or in another aisle, a Locator Card System is used for control purposes.

Combined use of the tow-conveyor and electric fork trucks for horizontal and vertical merchandise handling has given S and H an economic boost. The use of these straddle-type fork-lift trucks makes savings in operating costs and real estate investment possible.

Periodic redemption reports are received from all of the redemption centers in the Los Angeles area, Arizona, and Las Vegas. The reports indicate the items which have been redeemed at the redemption centers during the reporting period and the quantity of each. The reports are processed on an adding and punch machine for data transmission.

Through this operation, control totals for the redemption reports are established and verified and a five-channel punched paper tape is produced for transmittal of the data on leased teletype wire to data processing headquarters in New York. Once the tape is received in New York, it is immediately processed and fed through the computer. The computer updates the branch inventory and redemption information for the past fifteen months and print the statistics on a form called the Stock Status.

With this information the merchandise manager, who is in charge of a number of redemption centers, is able to determine, then tell the computer, how many pieces of each item he expects will be redeemed over a given period. These estimates of redemptions are called levels. The computer cre-

ates appropriate orders in accordance with these levels.

These orders are then transmitted via five-channel tape to the distribution center where they are automatically printed and the requested merchandise is shipped to the redemption centers.

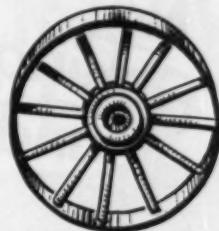
New computer equipment at S and H has reduced data processing time substantially. In fact, it now takes the computer less than five minutes to determine an order to be sent to a redemption center. Why does The Sperry and Hutchinson Company insist on calling its warehouses distribution centers? Isn't a warehouse a warehouse no matter what you call it? Quite simply, the distribution centers are not warehouses. They do not act as warehouses and describing them this way slight the importance of the function they perform.

The reason the centers were established — beginning about 10 years ago — was essentially to implement the handling and distribution of merchandise. One of the most important jobs of the company is to see that a housewife is able to get what she wants when she wants it. This means that the more than 700 redemption centers throughout the country must be kept fully stocked at all times.

Sperry and Hutchinson buys merchandise in enormously large quantities. There is an obvious necessity for developing some means of dividing these shipments into smaller units and routing them as expeditiously as possible to the centers where they are needed. Until about 1950, shipments to redemption centers were made directly from the manufacturer. Occasionally a large center was used to hold merchandise for smaller centers in that vicinity.

The tremendous increase in the number of redemption centers placed a great shipping burden on the company's suppliers. In turn, it complicated and impeded deliveries. This could not be offset by the simple addition of further storage space because of the great growth in volume. To solve the problem of handling and shipping, distribution centers were developed. The first was built in Chicago in 1950. •

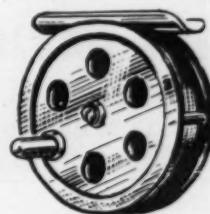
(Resume Reading on Page 54)



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No matter what you ship call the nearest Santa Fe Traffic Office and let the "railroad that's always on the move toward a better way" go to work for you.



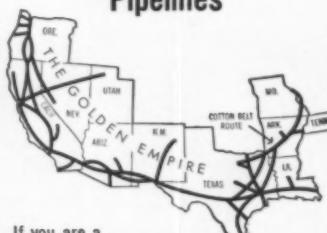


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call Southern Pacific first!

Luncheon Preceeds Pittsburgh Traffic Club Affair



The President's Table was the center of attraction during the Annual Luncheon given by Koppers Co. and Eastern Gas and Fuel Associates. It was held in conjunction with the 1961 meeting of the Pittsburgh Traffic Club. Clockwise, those present were: F. L. Byrom, Koppers president; Fred C. Foy, Koppers board chairman; W. Arthur Grotz, Western Maryland Ry. Co. president; Ben W. Heineman, Chicago and North Western Ry. Co. chairman; William H. Kendall, Louisville and Nashville RR Co. president; A. J. Greenough, Pennsylvania RR president; Frederic B. Whitman, Western Pacific RR Co. president; A. E. Perlman, New York Central System president; F. H. Mueller, former secretary of commerce; R. P. Tibolt, Eastern Gas and Fuel Associates president; John A. Maycr, Mellon Bank and Trust Co. president; Leslie B. Worthington, U S. Steel Corp. president; Downing B. Jenks, Chicago Rock Island and Pacific RR Co. president; W. A. Johnston, Illinois Central RR Executive Committee president and chairman; and E. P. Gangewere, Reading Co. president

Bin boxes . . .

(Continued from Page 55)

tion than softwoods. Lumber stocks available may influence dimensions. Advantage should be taken wherever possible of best cutting lengths.

A wide variety of materials is available for panel construction. The selection should be made after considering strength, durability, weight, ventilation requirements, weather resistance and freedom from contaminants.

Lumber is the most popular choice. However, plywood, hardboard, kraft overlaid veneer, and corrugated fiberboard can be used.

Many different types of fasteners can be used. The selection of a particular type will depend on the demands to which the box will be put. Nails are frequently used. Where they cannot be clinched, types having a deformed shank are preferred. Cement coatings or etching can give a tempo-

rary increase in holding power. This cannot be counted on to increase strength over the life of the box.

Steel strapping and wire staples may also be used in bin box construction. Metal corner posts and bolted assemblies also hold bin boxes together. Wire loops and interlocking staples are used where sides are supposed to be folded flat on the base.

Details on wood species and their groupings to help in selecting the proper material for a bin box are available from the National Wooden Box Association, Barr Building, Washington 6, D. C.

While the basic requirement for gaining the longest possible life from a bin box is proper design, four rules will also help in the achievement of this goal. Use bin boxes within their designed limits. Inspect them periodically. Stock a supply of repair materials. And repair minor damage promptly. ●

(Resume Reading on Page 56)

... Export packaging

(Continued from Page 47)

He can have a loss prevention expert survey the packing and tell you when it meets requirements for the commodity to be shipped and for hazards to be met on the voyage.

This survey should disclose when to use a carton, when a nailed wood box is required, or when a prefabricated container—wirebound, cleated plywood, multi-wall paper, or fibre drum—will be best.

An Example

Here the economics of foreign trade enters the picture. Suppose you are shipping a rather fragile, inexpensive item. The domestic carton costs 3 per cent of the value of the item. An export type carton would not appreciably increase the cost, and would suffice for most destinations.

However, the loss record indicates the need of a wooden container to eliminate excessive loss and damage for a few hazardous destinations. These points are reached by minimum number of shipments. Packing costs rise to almost 10 per cent of the value of the item when this container is used. It would also add to your transportation costs because of increased tare weight and cube.

It would recommend that you use an export-type carton rather than the more expensive shipper. Of course, the underwriter will increase your rates because damage will increase. Economically though, you will be better off, provided your consignee at the hazardous destination can take the losses without losing his market.

Package Defined

Sometime ago I was asked for a definition of an export package. The following was my answer:

First, a sturdy—nevertheless light—container that protects the contents from the elements, from thieves or pilferers, and from in-transit hazards of handling, stowage, and storage.

Second, a container that will not break, leak, or fall apart.

Third, and most important, a container that is inexpensive.

In meeting the above requirements, the shipper must determine how far to go to meet the hazards of overseas shipments. If he is over-cautious, he will over-pack. This not only will increase the packing cost but, also, the shipping charges.

If he swings too far in the other direction and cuts corners, the container will fail to protect or hold its contents. Loss or damage will result.

Palletizing

An excellent way to protect products for transportation is to combine a quantity of smaller packages onto a pallet or into a larger, sturdier shipping container. Called by various names—unitizing, pal-

(Please Turn Page)

NARROW MINDED



RAYMOND

Narrow Aisle Trucks

RAYMOND Trucks are narrow minded where aisle widths are concerned. The truck we've illustrated, for instance, is tiering in an aisle just 6 1/2 feet wide. Yet there's ample room to pick up or deposit loads in racks extending 20 feet high. A counterbalanced truck, by contrast, would have required an aisle 4 to 6 feet wider . . . wasting valuable floor space and sacrificing storage capacity.

Write for a copy of our latest catalog, "RAYMOND Narrow Aisle Handling Equipment". It contains ideas that may suggest substantial dollar and space-savings for your operation.

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The originator and largest builder of narrow aisle trucks

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Please send "RAYMOND Narrow Aisle
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CITY _____ STATE _____

... Export packaging

(Continued from Preceding Page)

letizing, or containerizing—it has extreme merit if properly carried out.

In its favor is the possible use of less expensive and lighter individual containers. Even domestic containers can be used when the shipment is loaded into a larger, substantial shipping container that carries the goods from warehouse to warehouse, not just port to port. I would like to emphasize that shipping containers—inner and outer—must protect your goods for the entire movement. Too many shippers overlook the hazards to port of loading. Then there are those from the discharge port, through customs, and then on the inland trip.

Of necessity, our company must keep in touch with labor and handling conditions in all the ports of the world. We receive reports that tell, among other things, what treatment cargoes may receive. I will cite a few, just to show that the precautions I give you are not exaggerated:

"**Vera Cruz, Mexico**—DISCHARGE FACILITIES, Cargo discharged by pier cranes or ship's gear . . . Warehouses in poor condition with leaky roofs. LABOR AND HANDLING, Rope or net slings are used for discharge of fibreboard boxes and bagged cargoes. Fork lift trucks are available. Outside storage given to heavy commodities including ma-

chinery. Compounds are fenced, but no tarpaulins are available.

"**DELAY AND CONGESTION**, The port is sometimes congested due to lack of warehouse and transportation facilities. Delay is 15 days and caused by lack of transportation and non-payment of customs duties. **PILFERAGE AND DAMAGE**, Pilferage, together with rough handling damage, is due to congestion, lack of facilities and failure of authorities to assume responsibility . . . **CLIMATE**, Tropical and damp . . . "

"**Buenos Aires, Argentina**—DISCHARGE FACILITIES, Discharge is alongside piers with about 20 per cent of the cargo being passed to lighters. Cargo remains in open lighters for one week with little protection . . . **LABOR AND HANDLING**, Rope slings are often used for bagged cargo but pallets are used for general cargo. Fork lift trucks are used on piers. Heavy machinery and all cases except lift vans weighing more than 1000 kilos are stored in open compounds without benefit of tarpaulins.

"**DELAY AND CONGESTION**, No congestion. However, delay in taking delivery is from 20 to 30 days due to customs procedures . . . **PILFERAGE AND DAMAGE**, Pilferage is increasing due to the lack of watchman service in customs areas and lighters. Fresh water damage occurs in open storage compounds and in lighters. **CLIMATE**, No exceptional rainy season . . . "

"**Liverpool, England**—DISCHARGE FACILITIES,

A WORLD-WIDE SERVICE FOR CONTAINERIZED CARGO

A leader in the field of containerization, CTI shipped over 32,000,000 pounds of household goods alone last year in a fleet of 4,000 containers—an average of 75 container shipments per day.

CTI's service can simplify your shipping problem for any cargo, any destination because all shipments from points within the U.S. to overseas areas move on a single bill of lading; costs are based on one thru-rate from origin to destination.

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Discharge generally by ships' gear but some shore cranes are available. Some rail service to ships' sides. Small amount of cargo is handled in covered lighters with watchmen as necessary. LABOR AND HANDLING, Improving but inadequate under peak conditions. Fork lifts are used. Rope and net slings are common, but special handling gear and pallets are increasing in numbers.

"DELAY AND CONGESTION, No congestion. Delay is only about two days . . . PILFERAGE AND DAMAGE, Decreasing due to effective measures taken by dock police and improved handling conditions. CLIMATE, Temperate with wet weather during the winter months."

These reports indicate that cargo nets, rope slings, and other manual handling devices still predominate in many ports. Please note, the ports quoted are not small. They are well established, busy ports. This being true, I'll leave it up to you what kind of treatment your cargoes will receive in some of the smaller ports of the world.

Frequently I am asked whether a shipper should do his own export packing or turn the job over to an export packer. Under certain conditions it is much more practical and economical to have your overseas packing done by a contract packer. The solution lies in the answers to the following questions:

1. Volume of shipments.
2. Experience in overseas packing.
3. Savings in freight costs by using domestic packing to port of loading.
4. Availability of professional export packer at port of loading.

Don't forget that marine insurance premiums as well as carriers' charges are predicated on the degree of probability that a loss will occur. Each marine policy is rated on its own merits. It is therefore, reasonable to assume that proper packing and marking can influence insurance rates and premiums. ●

(Resume Reading on Page 48)

Air Freighter Purchase



Riddle Airlines has purchased a fleet of seven AW-650 Argosy turbo-prop air freighters from Armstrong Whitworth Aircraft, Ltd., Coventry, England. Each plane will carry 27,000 lb load up to 800 miles. Maximum range is over 2000 miles. The cargo-designed fuselage of the Argosy allows swift loading of jet engines, rocket motors, operational missiles. Riddle holds an option on eight additional aircraft.



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Barrelierter is an exceptionally rugged, yet lightweight, attachment for all fork-lift trucks. It's exclusive, yet costs only a third of competitive lift attachments. Installed or removed in seconds. Handles all sizes of drums, barrels, buckets, kegs, cans and pails made of metal, wood or fiber . . . covered and uncovered. Only two moving parts—nothing to adjust, lubricate or wear out. Completely automatic. Can move and stack thousands of units a day. Quickly pays for itself in time and labor saved. Two models available for immediate delivery . . .



MODEL BL-PIN—The Barrelierter slides over end of fork. Drop in the positioning safety pin to ready for use. To remove, pull out the safety pin and slide off the Barrelierter. That's all! f.o.b. Mt.Clemens, Mich.

SPECIFICATIONS—Height: 16 1/4"; Width: 7"; Weight: 40 lbs; Capacity: 1500 lbs; Extension from fork 2".
Distributor and Dealer Inquiries Invited.



MODEL BL-CAM—No holes to drill in end of fork for safety pin . . . cam-action lever automatically clamps to fork. Releases at a touch for \$89.50 quick, easy removal.
f.o.b. Mt.Clemens, Mich.

HOW TO ORDER . . . Send your check or purchase order for as many Barrelierter Models as desired to Ironrite Inc., Mt. Clemens, Michigan.

Width of fork Model(s)

Name

Address

City State

PRODUCT OF **Ironrite** INC., MT. CLEMENS, MICHIGAN

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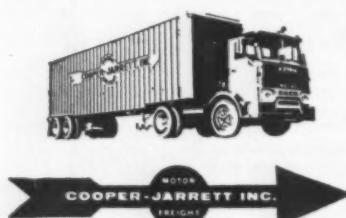
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TRENTON, N. J.
KANSAS CITY, MO.
WALLINGFORD, CONN.
NEW YORK, N. Y.

Steel containers . . .

(Continued from Page 57)

as "packaging engineers" in several fields.

You ask salesmen questions: What is the most desirable size container for my product? What filling machinery is available for this container? What closures or pour fittings would make this product most acceptable to my customers? When should I decorate and how? What are the Interstate Commerce Commission regulations on this product?

They are ready with the answers. They may even have some suggestions that will improve on your own ideas.

A third and extremely important trend in steel container usage is the changeover to lighter gage steel. This move of course results in lower costs. Changes require long, extensive tests, but several of them are near completion. The National Truck Classification Board has approved 24 gage steel for the 120 lb/16 gal grease drum, a direct savings of 17 cents per drum. The heavier 22 gage was formerly required for this drum. All that remains is the securing of approval from the ICC and the Bureau of Explosives. This is considered to be a routine matter; the lighter gage has proved itself in many test shipments.

The 35 lb/5 gal pail seems to be headed towards a lightening in the gage of steel. Several large petroleum companies have already cooperated in test shipments of the new pail. The results so far have been excellent. This test change has been made possible by lowering the expanded bead, thereby strengthening the body of the pail. Tests are being conducted on this new pail, but everything points to a successful conclusion and a saving on this package.

In this new trend to lighter gage steels, I see an expanding place for the comparatively recent 55 gal drum that features interlocking rolling hoops. These hoops—alternately raised and lowered—allow adjacent drums to contact each other at the six structurally strongest points.

They cannot rotate in transit.

Combine this feature with the recently approved 20 gage body and 18 gage head and bottom and you have a drum much more resistant.

Another new development is the refinement and improvement of the KT kerosene can. These domed packages required re-shipping cartons to get them safely to your plant and then to your customers. In this new container, the dome is reduced in size and the bottom has been made concave. Now they may be stacked to any desired height, without damage to pour fittings. No carton is needed.

You are all familiar with the plastic grip handle which is widely used in the industry to prevent marring and scratching of adjacent pails in shipment. With the trend towards lighter gages, the plastic grip acts as a shock absorber between pails, thus minimizing deformation and denting.

Let us turn now to the matter of quality in the manufacture of steel containers.

At one time in the history of petroleum packaging, imperfect steel containers—leakers as they were better known back in the shop—were a very big problem. Over the past 25 years, however, this problem has declined. Today it is no longer bothersome.

To the best of my knowledge, 100 per cent testing is common practice in the steel container industry, but there is another test required by the ICC, that we conduct.

It is the "drop test." We suspend the pail 4 ft from the floor. Loaded with approximately X pounds of sand (determined by the steel gage) and fine powder to reveal leaks, it is released. This test is much more severe than anything the pail would be subject to in use. It is one of a cycle of tests that try containers to the limit so that they will not fail after they reach your hands.

Probably one of the most important quality control measures undertaken by our industry today is employee education. Through plant meetings, at all levels of production, through posters, bulletins, and customer plant visitations we strive to keep our production people aware of the problems you face if our quality fails. ●

(Resume Reading on Page 58)

within the Law

By Leo T. Parker
Legal Consultant,
Distribution Age



WAREHOUSING

Is silence ever a legal consent which can modify a previously signed contract?

No. A few weeks ago a higher court held that under no circumstances is mere silence to a proposal a legal consent which modifies a previously signed contract.

In W— B— and T— Co. v. N— Y— T— W— Co., 350 Pac. (2d) 626, by testimony a bank entered into a credit arrangement with one W—, a wholesale appliance dealer. Under this arrangement W— would borrow money from the bank. As security the bank received non-negotiable warehouse receipts from the N— Y— T— W— Co. against merchandise stored by W— in the warehouse.

According to the original agreement, the warehouseman was to deliver appliances only on receipt of written authorization from the bank. The bank sent a letter informing the warehouseman of the existence of this credit arrangement between the bank and W—. Then the warehouseman wrote a letter to the bank suggesting that the bank use certain delivery instructions which the warehouseman then proceeded to outline in his letter. The bank failed to answer.

In later litigation the higher court held that there was no modification of the provision in the original agreement for delivery of appliances from the warehouse to W— only on receipt of written authorization from the bank.

Therefore the warehouseman was held liable to the bank for delivering appliances to W— without written authorization from the bank. The court said:

"The failure of plaintiff (bank) to reply to defendant's (warehouseman) letter did not constitute an acceptance by plaintiff (bank) to a modification of the original agreement whereby the defendant (warehouseman) was not to deliver goods until it had received written authorization

from the plaintiff (bank). It appears from the evidence that the warehouse failed to comply with the terms of their agreement."

Can you recall instance of a clause in a contract absolving lessee of "fire" liability?

Yes. For example, in B— v. A— Co., 332 S. W. (2d) 696, it was shown that a warehouse building was leased by its owner, B—, to a company for a period of several years. A clause in the lease contract provided that the company would not be liable to B— for loss or damage to the building by fire.

The company sublet a portion of the building to one W— who later became angered. He deliberately set fire to the building. It was completely destroyed. W— was convicted of arson. B— sued the company to recover the value of the destroyed building.

Lawyers for the company argued that the latter could not be liable be-

cause the lease contract clearly provided that the company would not be liable for loss of the building by fire.

It is interesting to observe that the higher court held that B— could recover the full value of the warehouse building from the company, and said:

"We think that the fact that W—, the sub-lessee, may have acted without the permission of the lessee (company) in destroying the property, is not determinative of the questions here involved."

Have there been cases of a jury reaching a decision with conflicting evidence lately?

Yes. For illustration, in G— v. P— W— Co., 350 Pac. (2d) 1016, the testimony showed facts, as follows: The P— W— Co. owns a building in which it has its offices. One day a person, named G—, was permanently and seriously injured when she slipped and fell in a hallway. She sued the P— W— Co. for \$126,614 damages contending that the latter was negligent in that the flooring of the hall is extremely uneven and it slopes in various directions; there are indentations in the linoleum or surface material of the flooring, and the flooring is highly waxed. G— contended that the company was negligent because the liquid wax was applied carelessly and haphazardly and that after the application of the wax, the flooring was not buffed as is customary and proper.

The officials of the P— W— Co. denied these of negligence. The jury refused to hold the warehouse company liable in damages to G—. The higher court approved this decision, and said:

"The testimony does not support appellant's (G—'s) contention. Suffice it to say that the testimony was most conflicting. Respondent (P— W— Co.) was only required to maintain the hallways and floors of the building in such condition as a reasonably prudent building operator would deem sufficient to protect from

(Please Turn Page)

Mobile Lift



Pleasure boat handling can be easier with this unit developed by Renner Manufacturing Co. It is a self-propelled or trailer-pulled mobile crane designed to lift boats in slings for minor repair and movement to and from storage. Lifting power is supplied by four Yale electric hoists at the four upper corner posts. Hoists are controlled simultaneously or in pairs from a pendant push button station

Within the Law . . .

(Continued from Preceding Page)

danger persons lawfully using the hallways and floors while exercising ordinary care for their own safety."

What must occur before a remission of penalty can be ordered for taxpayer benefit?

A higher court has held that before a board of tax appeals can order a remission of a penalty imposed by a tax commissioner the board must affirmatively find that the tax commissioner abused his discretion in refusing to remit a penalty.

For illustration, in *I—M—F—S—v. T—M—Co.*, 166 N. E. (2d) 229, the testimony showed that a 15 per cent penalty was imposed by the tax commissioner upon a carrier for failure to pay the highway use tax.

The board of tax appeals reversed the tax commissioner's decision and remitted the penalty. Then the Supreme Court reversed the board decision, saying:

"The board of tax appeals failed to determine that the tax commissioner abused his discretion in assessing the penalties. It follows that the board's decisions, which in effect remit the penalties, are unreasonable and contrary to law and must be reversed."

Must a warehouseman deliver merchandise of the quality stated on the receipt?

A higher court recently rendered an unusually important decision. It ruled that a warehouseman is not required to deliver to the holder of a warehouse receipt the exact goods listed and specified in the receipt, if there is any indication on the receipt that the warehouseman gives no guarantee or assurance that he received for storage these specified goods.

For example, in *W—Co. v. A—F—W—Corp.*, 276 Fed. Rep. (2d) 591, the testimony showed facts, as follows:

Warehouse receipts were issued to one R—. Later the W—Co. took the receipts in a regular transaction. These receipts stated in detail the quantity and quality of certain lumber "said" to have been placed in storage. In other words, the warehouse company gave no guarantee in the receipts that it had received in storage the quantity and quality of lumber listed on the receipts.

The lumber remained in storage for sometime. Later it was delivered to the W—Co. The latter sued the warehouse on the contention that the lumber surrendered was in fact worthless instead of being of a certain grade and quality. The higher court

refused to hold the warehouse company liable. It said:

"These receipts had printed on their face, just before the description of the goods, the words: 'Said to be,'"

This court said that a warehouseman is not required to deliver the exact merchandise if there is any notation or clause on the receipt which clearly indicates that he has not personally examined the merchandise, or that he takes as true a statement of a list supplied by the owner.

Another important point of law was decided by this court. It is that in litigations of this nature a duplicate warehouse receipt which has on it a special certificate or statement as to the quantity, quality, or value of the stored merchandise may be introduced as evidence. In this respect, the court said:

"Appellee tendered this particular document for the stated purpose of showing that R—, the depositor, had certified to the correctness of the description of the lumber."

Is it important for the warehouse to investigate to find what happened to missing goods?

A warehouseman cannot expect to win a suit filed by the owner of missing stored goods, unless he clearly explains the loss and proves that he exercised "ordinary" care to safeguard the goods.

For example, in *G—S—Corp. v. C—*, 276 Fed. Rep. (2d) 707, the testimony showed that one C— stored merchandise with a warehouse. When the goods were taken from storage a considerable quantity was missing.

In a later suit, the lawyer offered testimony to the effect that the warehouse company had exercised all of the care and skill required of it in storing the merchandise. He claimed that at all times and in all of its dealings, the warehouse had acted prudently.

However, officials of the warehouse company gave no explanation whatever as to cause or reason for loss of weight. In view of this fact the higher

court held the warehouse company liable for the full value of the missing merchandise. The court said:

"Between the time that the defendant (warehouse company) received the merchandise from plaintiff (C—) and the time that plaintiff received it back from defendant, the loss of weight occurred. No explanation whatever has been offered by G— (warehouse company) as to the cause or reason for this loss. Defendant (warehouse company) failed to carry the burden imposed upon it as a warehouseman."

TRANSPORTATION

Is knowledge of a carrier's driver legally "knowledge" of the carrier?

Recently a higher court held that legally knowledge of a carrier's driver is "knowledge" of the carrier.

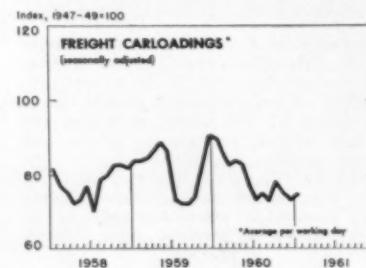
For illustration, in *United States v. C—E—Co.*, 273 Fed. Rep. (2d) 751, the testimony showed facts, as follows: The C—E—Co. received a telephone call from the shipping department of M—C—Co., Monsanto, Illinois, requesting that it send a truck to pick up a load consigned from M— to Bound Brook, New Jersey. Officials of the C—E—Co. ordered one of its drivers to pick up the load. Employees of M—C—Co. loaded the trailer with 90 fiber drums filled with para-nitroaniline. The bill of lading received by the driver showed that a Class B poison was contained in the drums. The driver observed that the drums were so labeled.

After leaving the M—C—Co. the C—E—Co.'s driver was stopped by an inspector of the ICC, who found that the equipment or trailer did not bear any placards stating that the vehicle carried a dangerous commodity.

In subsequent litigation, a fine of \$500 was imposed on the C—E—Co. This company appealed to the higher court on the contention that it was not liable for violating the requirement that the equipment bear placards showing that a dangerous commodity was being transported because its officials had no notification from the consignor of the character of the shipped merchandise.

It is interesting to observe that the higher court upheld the lower court's verdict, saying:

"The acts of agents of a corporation acting within the scope of their employment must be attributed to the corporation in order to permit the application of any statute or regulation to such an artificial person. Here the evidence clearly established that defendant's (C—E—Co.) driver had knowledge that the load he was hauling was a Class B poison. Such knowledge is chargeable to the corporation."



Van Line Agents Get Awards

Atlas Van Lines, Inc., presented Achievement Awards to 10 of its agents who were on top in domestic moving volume for the year Sept. 1959-1960. Atlas' International Sea Van division also announced awards for the 10 agents booking the highest overseas moving volume.

Two agents, Paxton Van Lines, Inc., Alexandria, Va., and Suddath Moving and Storage Co., Jacksonville, Fla., won honors in both domestic and overseas rankings.

Winners in domestic volume were: Weber Moving and Storage, Inc., Baltimore; O. H. Frisbie Moving and Storage Co., Inc., Detroit; Dawn Moving and Storage Co., Minneapolis; Suddath Moving and Storage Co., Inc., Jacksonville; Chicago Avenue Transfer, Inc., Minneapolis; Paxton Van Lines, Inc., Alexandria; Livernois Moving and Storage Co., Detroit; Starck Van Lines, Inc., Weirton, W. Va.; Anchor Van Lines, Inc., Lexington Park, Md.; and Needles Moving and Storage Co., St. Louis, Mo.

In the overseas class, third place were: McCormick - Payton Storage and Moving Co., Kansas City; Columbia Van Lines, Inc., Torrance, Calif.; Aetna Moving and Storage Co., Inc., Baltimore; Canova Moving and Storage Co., Fairfield, Calif.; Knowles Storage and Moving Co., Omaha; Daniels Moving and Storage Co., El Paso; Central Storage and Transfer Co., Inc., Shreveport; and Home Delivery Service, Albuquerque.

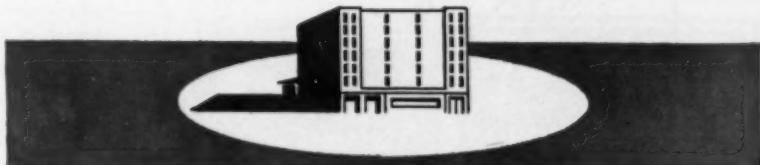
Warehouse Briefs

New members of the American Chain of Warehouses, Inc., are Crown Terminal Warehouse, Baltimore, Md.; Howell Warehouses, Ltd., Toronto, Canada; M and M Warehouse Co., Saginaw, Mich.; and Wilson Storage and Transfer Co., Sioux Falls, S. D.

A Chicago branch has been opened by Santini Brothers, Inc., at 9524 Franklin Park, Ill. Primarily a sales office, the facility is also equipped to handle inbound and outbound shipments.

Robert W. Fernstrom, president of Fernstrom Storage and Van Co., recently awarded lapel pins to 18 of his drivers for their superior safe driving records.

Warehouse SPOTLIGHT



Radiation by Isotope Seen As Aid to Shippers, Warehouses

The use of low-dose radiation is expected to herald a major economic gain for shippers and producers. Dr. Paul C. Aebersold of the Atomic Energy Commission told a Los Angeles gathering about foods preserved for 30 days without refrigeration through sterilization techniques.

The director of the AEC's Office of Isotopes said that the AEC has initiated a program of low-dose processing to extend shelf life of foods. Low dose radiation processing may present fewer obstacles to commercial use than high dose sterilization techniques.

SBA Defines "Small" Warehousing

The Small Business Size Standards Regulation of the Small Business Administration has a new definition in respect to small business for government procurement. For the purpose of bidding on contracts for trucking, warehousing, packing, and crating, any concern is small if its annual receipts are \$3 million or less.

New Warehouse



Household goods mover C. Keller and Sons recently moved into its new warehouse at 2811 W. Emmaus Ave., Allentown, Pa. Owned by Edward and Roland Keller, the warehouse is an agent for North American Van Lines. The firm was established in 1922. The sprinklered, 16,000 sq ft warehouse offers moving, packing, and palletized storage facilities.

M. P. Safir Leads N. Y. Movers

Marshall P. Safir is the new president of the Movers and Warehousemen's Association of Greater New York. He is chairman of the Weissberger Group of Moving and Storage Companies.

In releasing his four-point program to the membership, Safir called for interrelation of associations, coordination of policy, a review of the Code of Ethics, and expansion of public relations activities.

Burnham Van Service, Inc., Columbus, Ga., is holding its Annual Agents Convention this month at the Heidelberg Hotel, Jackson, Miss., April 6-8.

Men in the Spotlight

John D. Mason—appointed manager, Chicago branch, Santini Brothers, Inc.

Frank Pratt—elected president, Dallas Movers Club. He is president of Ahart Moving and Storage Co., a Dallas United agent.

F. J. Booby—elected vice president-general manager, Northern Division, Union Ice Co., San Francisco; A. G. Westcott—assistant to the president.

George T. Hunt—named European manager, International Sea Van, Inc., a division of Atlas Van-Lines, Inc. He is based in Lausanne, Switzerland.

Vincent F. Caputo—new director, Office of Transportation and Warehousing, Department of Defense.

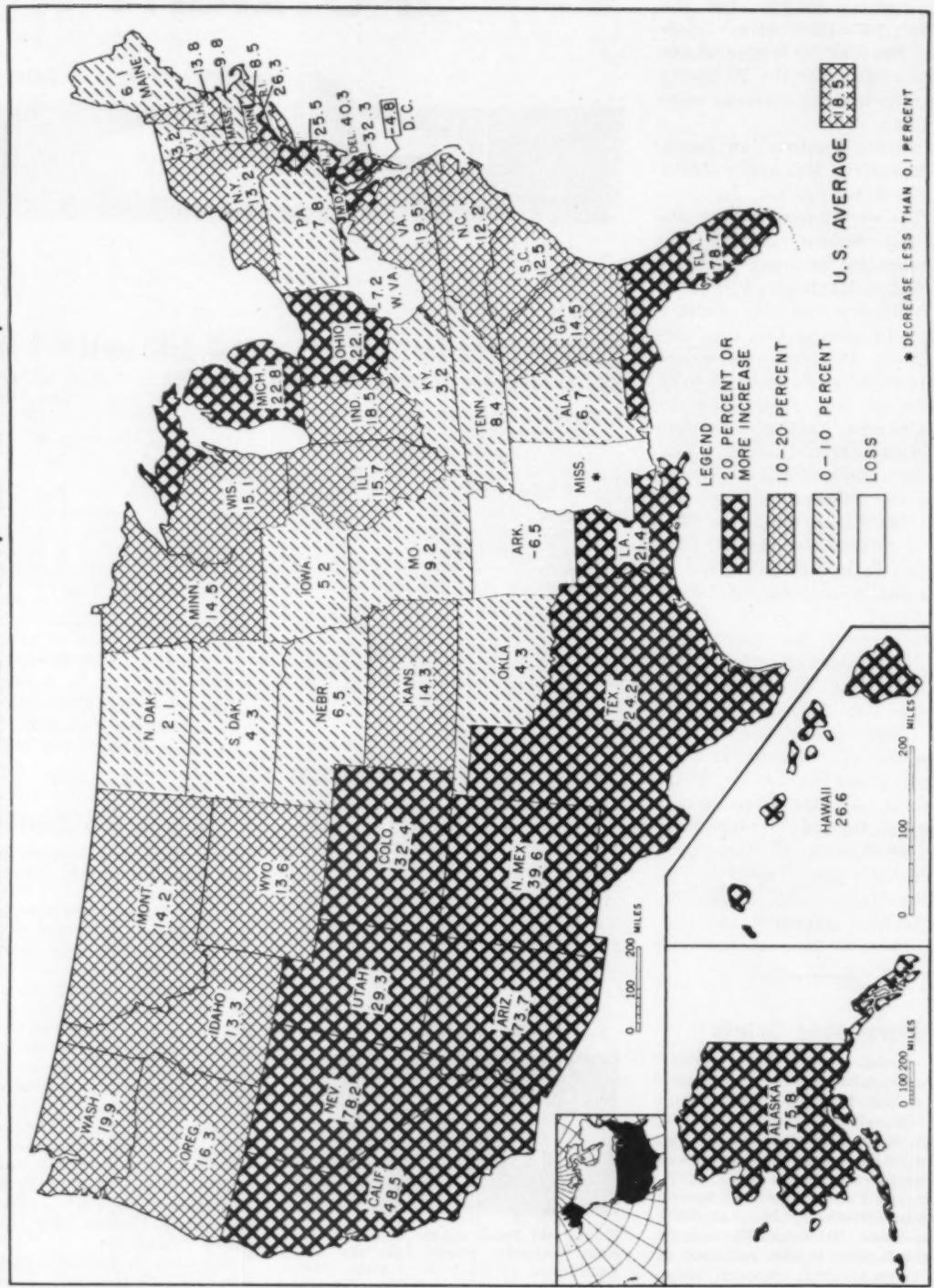
Lawrence W. Carl—named manager-Miami District Office, Aero Mayflower Transit Co.

Lawrence J. Doherty—elected vice president, Philadelphia Warehousing and Cold Storage Co., Philadelphia.

Robert T. Platt—appointed manager, Blue Bird Transfer Co., Vancouver, Wash.

(Please Turn Page)

PERCENT CHANGE IN POPULATION, BY STATE, 1950-1960



Census maps and tables prepared by U. S. Census Bureau

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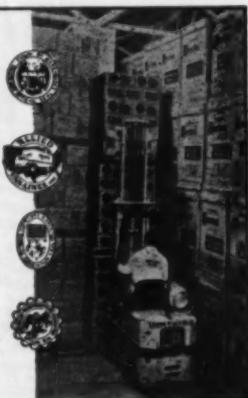
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- Represented by American Chain of Warehouses
- National Warehouse Receipts System
- Member American Warehousemen's Association



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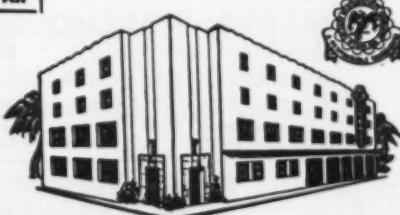
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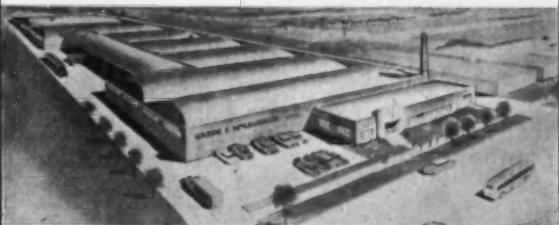
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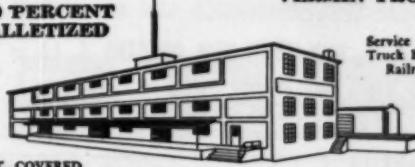
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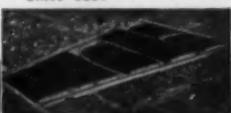
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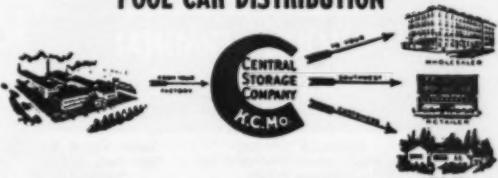
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It all adds up to...Business Making Service

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Located right in the midst of business

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We specialize in Transit Storage

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60,000 SQ. FT.

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Fast and efficient service with own fleet of Modern Trucks
Private siding on C.R.R. of N.J. 100% Palletized Operation.
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Other facilities in Philadelphia with
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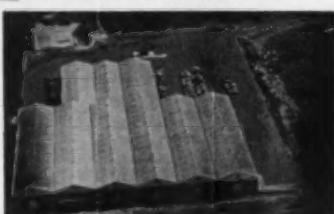
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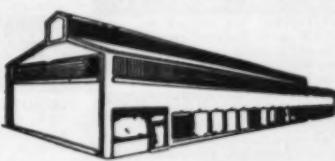
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and Firms are Arranged Alphabetically

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702 & 710 Pine Street

Private Rail Sidings — All Houston Railroads
General Merchandise — Storage and Distribution
Sprinklered Throughout A.D.T. Supervisory Service

Foods flee freezer . . .

(Continued from Page 56)

Second year savings and those for each subsequent year will be \$51,560. Such savings are based on handling 10 million lb of frozen foods a year. According to Seabrook's Chief Engineer, John M. Douglas, "we will have better utilization of warehouse space and eliminate the problem of damage where 50-lb bags break and spill their contents.

"Two years ago," Douglas said, "we expected 10 per cent of our output could be handled in bulk containers. Now—on much higher volumes—we figure on 20 to 25 per cent on bulk containers. Nearly all of our Lewiston, Idaho, bulk peas were packed in the new wirebound-corrugated bulk containers. We moved these by rail to Kansas City for storage and many will be forwarded to Bridgeton as reprocessing needs dictate.

"The wirebound bulk packs as developed by Package Research

Laboratory, are very satisfactory—both cost-wise and performance-wise. But, we were able to dis-

cover ways of improving them and these improvements will be incorporated in the design as we reorder.

"Even compared to large corrugated bulk shippers, which we also have been using, the wirebound promises initial savings of 15 per cent per unit and better service. The corrugated bulk shipper requires a pallet, while the wirebound has one built into its design. Then, too, although the corrugated is constructed of 500 lb test board, it does have a tendency to break down under moisture conditions."

More Vital

Douglas pointed out that the apparent trend to plastics for consumer units—which necessitates a vegetable be packed in its frozen form—plus the desirability of packing all year long instead of during a short seasonal period, suggests that bulk containers will become even more vital to frozen food packers in the future. ●

(Resume Reading on Page 57)



A load of cargo from Rome, Milan, and Shannon on Alitalia Airlines served to inaugurate that line's all-cargo flights. The transatlantic service originates at Idlewild International Airport in New York and serves Shannon, Milan, Rome, Tripoli, Beirut, and Teheran via Rome once a week

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Sprinkler, Waterflow, and Fire Alarm Service
Watchmen, U. S. Customs Bonded, Office Space
Represented in all principal cities by
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Division of **UNITED STATES FREIGHT CO.**
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HOUSTON, TEXAS

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2 Bonded Warehouses — 175,000 Sq. Ft.
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Established 1914



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Ogden • Salt Lake City

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Van and Storage Co.

136 South 4th West • Salt Lake City, Utah
175 West 36th Street • Ogden, Utah
Phone DA 8-5581 Teletype No. SU41

Foam/a cool wrapper . . .

(Continued from Page 65)

test starting at 100 deg F and 98 per cent humidity exterior conditions with 20 deg F interior temperature. After 18 hours and no refrigeration the outside temperature was reduced to 78 deg F and the humidity to 60 per cent.

The inside temperature changed from -20 deg F to plus 4 deg F—well within the safety range for frozen food transportation. In addition, there was no freezing or sticking of the doors.

Similar investigations have been made in an effort to determine the feasibility of completely eliminating mechanical freezing units. Frozen food placed aboard haulers would depend upon the urethane in-

sulation alone to keep temperatures low enough during transit to insure safe delivery.

One of the first to manufacture a product specifically designed to ship perishable goods via unrefrigerated trucks is Space Structures, Inc., a Minnesota plastics research and fabricating firm.

The cold retention of urethane foam insulation is explained by the president of Merrifield Trucking Co., Anaheim, Calif.—Walker Merrifield. "When installed in the walls, floor, and ceiling of our trailers, urethane foam forms a complete envelope that keeps in the cold. It has no joints. No areas are open to air gaps. Because the

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53 W. Jackson Blvd.
HArrison 7-3698

foam is not affected by moisture, it retains all of its insulating qualities and prevents, instead of causes, rust and corrosion."

Although installation of urethane foam varies according to the type of truck body being manufactured, the process employed by Johnson Trucking is fairly typical. The fiberglass exterior is molded in one piece, then a $\frac{1}{4}$ -in. plywood mold the requisite number of inches from the outer wall is constructed.

A pre-determined amount of liquid foam is injected into the wall cavity. Immediately it begins to foam. Within minutes it forms a solid mat which bonds to the fiberglass and the seamless plywood interior to form a double hermetically-sealed tank. ●

(Resume Reading on Page 77)

and Firms are Arranged Alphabetically

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Free switching—All Railroad connections
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CHICAGO, ILL NEW YORK, N.Y.

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No divided responsibility on service between points served by **DC**

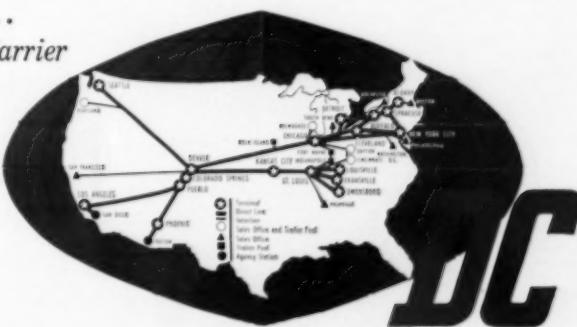
D-C's 10,814 mile coast-to-coast system is under single-company ownership and management. This one-carrier control and one-carrier handling avoids delay—speeds your shipment, large or small, to on-time delivery—makes tracing quick and simple.

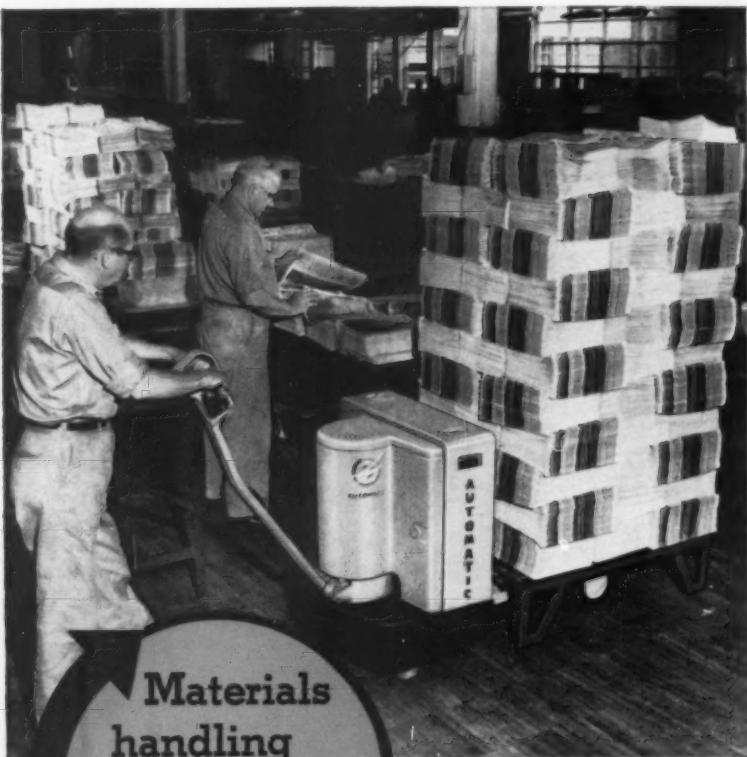
D-C is responsible for your shipment from pick-up to delivery, coast-to-coast or to a nearby city. Safe arrival is assured by experienced personnel and the latest in equipment and facilities
ALL THE WAY!

*Let D-C end your shipping worries...
Always ship D-C—the Dependable Carrier*

DENVER CHICAGO TRUCKING CO., INC.

the ONLY direct coast-to-coast carrier!





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handling
for only
pennies
a day!**

AUTOMATIC®
*Transporters
do many jobs,
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Here's the economical way to put mechanical handling to work for you in cramped quarters or where distances are short. AUTOMATIC Transporters with finger-tip controls speed up operations and cut handling costs. You get these advantages at an initial cost far less than rider-type trucks. Operating costs are lower, too. Just pennies a day buys the power for these rugged machines. With over 75 different walkie models in the AUTOMATIC line, there's a Transporter to fit every job.



AUTOMATIC TRANSPORTATION COMPANY
Division of The Yale & Towne Manufacturing Company
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FIRST IN IMAGINATION
FIRST WITH REALITY



Cantilever - type Transporter - Stacker with remote control mast and special platform expedites selection of orders. Truck also can be used for conventional stacking. Model WST capacities 1,000 through 4,000 lbs.



Model WAT Transporter stacks pallets in narrow aisles. Load is carried on forks between outrigger arms which provide safe stability during stacking operations. Capacities from 2,000 through 20,000 lbs.

—SEND FOR DESCRIPTIVE LITERATURE—

Get all the facts about AUTOMATIC's 75 Walkie models. Write for "Transporter Facts and Factors" booklet and "AUTOMATIC Industrial Trucks Selector Guide."

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City _____ Zone _____ State _____



